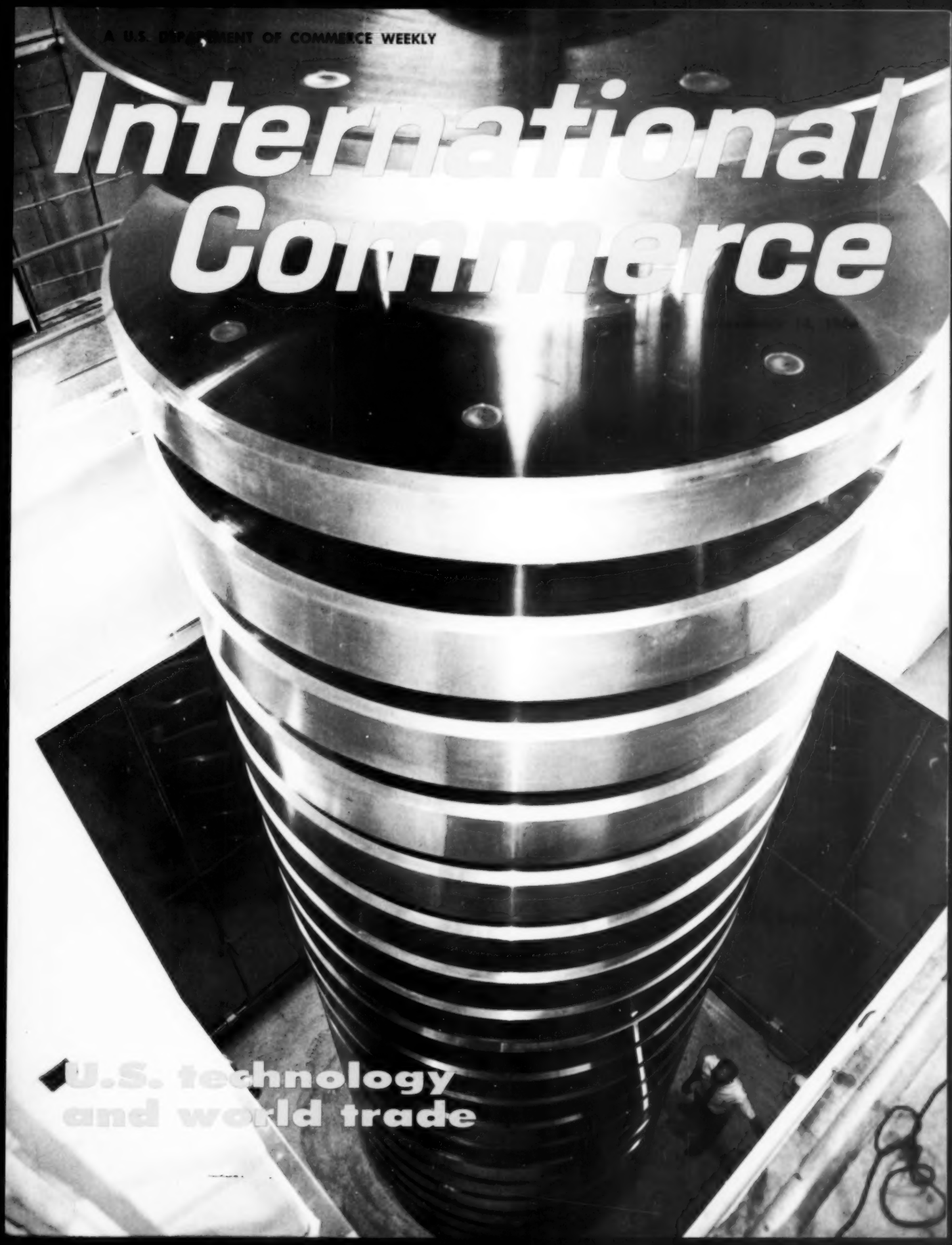
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce



U.S. technology and world trade

International Trade Winds

Company News

MANUFACTURING—The 3M Company, St. Paul, Minn., has announced the formation of Minnesota Singapore, Ltd., a new subsidiary of the company. The new firms will serve the Singapore, Indonesia, and Malaysia market area, handling 3M's complete product line. The subsidiary, 3M's third in the Far East and 39th worldwide branch, has taken over 12,000 square feet of office and warehouse space in Singapore.

HOTEL MANAGEMENT—The Hotel Bali Beach has been opened on the Indonesian island of Bali. Inter-Continental Hotels, New York, provided technical advisory services for design and construction of the hotel, and will manage the 300-room facility, which is owned by the Indonesian Government. The hotel is located on a beachfront site near the city of Sanur, and features full convention facilities.

CONTAINER HANDLING—A new company, Paceco-Vickers, Ltd., has been formed by Pacific Coast Engineering Co., Alameda, Calif., and Vickers, Ltd., London, to manufacture and market container handling equipment in Europe. Equipment will be built at Vickers plants in England under supervision of Paceco design engineers and container specialists. The new firm has received a contract to provide two 30-ton capacity container cranes for the Port of London Authority. Headquarters for Paceco-Vickers will be in London.

ELECTRONICS—Thomas Organ Co., Sepulveda, Calif., Eko of Recanti, Italy, and Vox of London have joined forces to establish a plant at Montecassino, Italy. The new subsidiary firm will produce electronic equipment for sale in the Italian market, and will be owned jointly by the three forming companies.

RUBBER—Phillips Petroleum Co., in partnership with state and private interests, has inaugurated Spain's first plants for the production of synthetic rubber and carbon black. The new complex, located at Santander, will turn out 40,000 tons of rubber and 23,000 tons of carbon black yearly, with room to double capacity as needed.

A spectacle that had a spectacular start was New Jersey's trade caravan heading south from Mexico to Panama. The striking 40-foot exhibit van, accompanied by 12 Trade Mission members from New Jersey's industries, began with $1 million worth of orders in Mexico City. We'll be watching their progress between now and Thanksgiving.

The Trade Mission that brings along "samples" also appeals to the Committee of American Steamship Lines. CASL is working closely with the Bureau of International Commerce on the groundwork for such a combined mission/exhibit, possibly to the Near East next Fall. The proposal is also before the governors of 13 Midwestern states.

Pan American World Airways offers a statistic that exporters may find worth chewing on: it now costs only seven cents to fly a six-ounce steak from New York to Paris. The point is that air freight plus rising standards of living in Europe are opening new markets in Europe for high quality U.S. meat producers—if they are willing to do an aggressive selling job there.

Meanwhile, on the other side of the world, Northwest Orient airlines is steering U.S. companies into its air freight service (now extended to Hong Kong) through a new booklet "The Business Boom in the Pacific," available at all its offices. U.S. Trade Centers in Tokyo and Bangkok get prime attention in the booklet.

"A growing market for all kinds of apparatus in the nuclear energy field, from generators through instrumentation" exists now in Europe. This report from a top U.S. Commercial Officer in Germany, plus the successes of U.S. firms at the NUCLEX nuclear energy exhibition in Basel, Switzerland, in September, should interest American companies in the April-May fair in Hanover, Germany, which features nuclear engineering.

Business travel allowances out of Britain are still liberal, even while Britons going abroad on pleasure are being restricted. Commerce's U.S. Travel Service is encouraging U.S. companies to bring their British agents or employees (and those from other countries as well) here for sales and informational meetings. Singer, IBM World Trade, and other U.S. firms have led the way in this practice.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

The new laboratory complex of the National Bureau of Standards at Gaithersburg, Md. has machines that can apply up to one million pounds of deadweight to test force-measuring devices for industry or for other laboratories. Materials testing, automatic control of machinery and some weighing operations are thus benefited. A Symposium on Trade and Technology will help dedicate the new facilities. Articles beginning on Page 2 are related to this event.

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NEW $120 MILLION LABORATORY COMPLEX of Commerce Department's National Bureau of Standards is at Gaithersburg, Md., northwest of Washington.

REPUTED U.S. EDGE AN ISSUE

Is technological disparity shadow on world trade?

From Atlantic Community come apprehensions on U.S. superiority; study is needed

By ALEXANDER B. TROWBRIDGE

Assistant Secretary of Commerce for Domestic and International Business

The soaring achievements of today's technology in the U.S. are applauded by Americans for many reasons. We know how mightily our technology contributes to the strength of the U.S. stance in international commerce. It has created or perfected the products the world wants. It has found ways to make and move these products economically to meet low labor costs elsewhere. By its transfers to U.S.-affiliated enterprises abroad it brings advantages to other nations.

TROWBRIDGE

At the same time, we who are close to the currents of world trade are hearing quite another kind of response to the state of our technology. The excellence that evokes admiration can also, it appears, bring murmurings of apprehension.

It is increasingly being said, particularly in the Atlantic Community nations, that the magnitude of the disparity between the level of industrial technology in the United States and that in the rest of the free world forms, in itself, a new factor in world trade conditions. Many profess to see this industrial disparity as pulling American enterprise toward an almost overwhelming advantage in the world's marketplaces. This view is accompanied by speculation about possible restraints or controls as corrective measures. Then the apprehension moves into American minds, for we are so deeply committed today to a removal of restraints in world trade.

Here is a matter, rooted in technology, that has grown into a concern for national economic policymakers and even affects decisions in the international political field.

The problem is laced with uncertainties. It challenges those who examine it to find even its basic definitions and data. Economists turn to the scientists to ask, among other questions: What is the nature of the technological disparity? Will generalizations suffice when it is clear that the adequacy of any country's technological development must be gauged by the country's needs? Does it revolve around research and development? Or on economic and educational organization? On products? Further, what is the size of the disparity? What part of the problem is one of attitude? How accurate is the information on the flow into the U.S. of scientific specialists? The international flow of patents and licenses?

Scientists, for their part, turn to the economists and ask: If the Atlantic Community nations are really at a technological disadvantage vis-a-vis the United States today, how have most of them managed to outstrip the U.S. in production growth and in expansion of their foreign trade during the last decade? Or, in putting the relative importance of R & D effort to one obvious test, why is Brit-

ain, which leads Western Europe in R & D effort by all available statistics, lagging behind its European neighbors in industrial growth? Further, how has Japan, generally an abstainer in the R & D race, been able to achieve such progress in the research-intensive field of plastics?

All who attempt to shape the inquiry try to assess the balance of ingredients in technological progress. How much is owed to research? How much to innovation? How much to production equipment? To labor skills? To available capital? Or even to consumer income as a factor in market demand?

Perspective varies

Our friends overseas see this problem in a perspective that differs greatly from ours. A picture of American giantism dominates their image of the competition they face from us. They quote examples of a single U.S. automaker or steel producer whose output exceeds that of some entire European nations. What they are saying is that the vast size of the U.S. market supports technological ventures far beyond their capacities, involving longer risk-taking in research and development, greater manpower allotment and higher instrumentation expenditures. Behind this massive competitor, in their eyes, is another, the major U.S. Government effort in military and space research. This effort, they believe, confers benefits on American industry through new byproducts, new materials, and well-trained manpower soon available to civilian pursuits.

U.S. viewpoint

The American chooses other points of emphasis. A picture of European traditionalism dominates his image of the difficulty. He talks of slow-moving management methods that fail to convert Europe's outstanding basic research to practical production and sales exploitation of new products in a market now comparable in size to the U.S. He feels that Europeans need to allow innovation and change to play a larger part in corporate planning. He criticizes the European elitist ideal in education that, in his view, slows technological progress by wasting untapped talent. He notes tendencies to fragmentation in European industry that keep many too small to support a satisfactory R & D effort.

The problem takes on new dimensions through developing trends, both in and out of the technological area. A continuing and growing U.S. involvement in European industry is exerting its effect. Meanwhile, another force is building out of the new availability of larger markets to European companies, as the Common Market and EFTA are bringing trade barriers down. The field of inter-European enterprises is still small, but some are showing vitality. Within some Atlantic Community nations there is promising evidence of intra-industry cooperation in adherence to overall country plans.

Meanwhile, in the United States, business and government are moving toward a grasp of their common stake in defining the problem and solving it. As they see the intersection of their interests, more questions develop. The business community will inquire whether and to what degree it must act from any standard other than what is good for each individual enterprise. What does this mean, in one obvious example, in the matter of shifting of R & D functions abroad? Or, does it imply greater support in licensing ventures? Conversely, government will ask the business community what is to be expected from it in this situation. Is it government's primary role to put the problem in context with other parallel or contradictory problems that exist in the foreign trade field? Is this a field for government negotiation? Or is it the business community's judgment that government stay out of the field as much as possible?

The problem presses upon us. Each opportunity for a meaningful exchange of views between business and government leaders to define and explore it should be welcomed. Such an opportunity comes this week at the Symposium on Technology and World Trade sponsored by Secretary of Commerce Connor at the new headquarters of the National Bureau of Standards.

Technology, trade to be analyzed

Technology's effect on world trade and investment will be examined by leaders in business, education and government at a Commerce Department Symposium on Nov. 16 and 17. It will be part of the dedication of the new National Bureau of Standards laboratories at Gaithersburg, Md.

The Symposium will also consider the international environment needed for development and growth of technology. Panelists will explore both policies and institutions that promote economic development through technology and trade.

Speakers at the Symposium in program order include:

From the business world: Francis McCune, General Electric; Francis L. LaQue, International Nickel; Samuel H. Watson, RCA; Peter G. Peterson, Bell and Howell; Dr. H. B. G. Casimir, Philips Industries of the Netherlands; Elmer S. Groo, IBM World Trade Corp.; Dr. Aurelio Peccei, Olivetti of Italy; Dr. John H. Dessauer, Xerox; Dr. Antonie Knoppers, Merck, Sharp and Dohme International; Dr. L. R. W. Soutendijk, Brown Bros. Harriman and Co.

From the academic and scientific community: Prof. Marshall McLuhan, University of Toronto; Prof. Richard N. Cooper, Yale; Prof. James Bryan Quinn, Dartmouth; Prof. Hollis B. Chenery, Harvard; Dr. Frederick Seitz, National Academy of Sciences; Dr. Pierre Uri, Atlantic Institute; Dr. Robert Major, Norwegian Technical/Scientific Research Council.

From government: John E. Reynolds, Federal Reserve System; Dr. Herman Pollack, Department of State; A. H. A. Wynn, British Ministry of Technology; Feivel Hadass, Standards Institution of Israel; C. G. Sharpston, International Standardization Organization; Dr. Donald F. Hornig, science advisor to President Johnson; Dr. I. H. Abdel-Rahman, the UN; Prof. V. K. R. V. Rao, Government of India.

Host speakers from the U.S. Department of Commerce are: Secretary John T. Connor; Dr. J. Herbert Hollomon, Assistant Secretary for Science and Technology; Alexander B. Trowbridge, Assistant Secretary for Domestic and International Business; Dr. Allen V. Astin, Director, National Bureau of Standards.

U.S. SPEEDS ITS PACE

Technology aids trade in 'pipeline to progress'

Free interchange of data encouraged; better common standards, patent network sought

By J. HERBERT HOLLOMON

Assistant Secretary of Commerce for Science and Technology

The major obstructions to innovation in American industry are not the lack of technology or financial resources, but the difficulties involved in the introduction of new ideas. Studies by the Department of Commerce and others have documented how inhibiting to progress are the traditional methods of manufacture, fragmentation, and insufficient entrepreneurship of many older industries. By comparison, new ideas frequently spread rapidly throughcut newer industries. Our government is taking a number of steps to accelerate the spread of technology by encouraging invention and innovation.

HOLLOMON

Internationally, the Organization for Economic Cooperation and Development (OECD) has examined possible ways for governments, in cooperation with private institutions, to increase the pace of innovation in older industries and in new science-based firms.

A report prepared for OECD recommended, for example, cross-fertilization between the construction and plastics industries and the establishment of cooperative research institutes geared to the special needs of large, medium-size, and small firms.

The report also maintained that the newer science-based industries, such as electronics and nuclear, while probably already aware of the need for innovation, would require financial, technical, and other support in carrying out projects large enough to be effective and profitable.

To learn still more about technological potentials, the United States and the 20 other OECD countries are joining wholeheartedly in a new major study.

We do not need to await the results of that study to appreciate that increased cooperation in the field of high technology among the countries of the Atlantic community can benefit all the participating nations. Nor do we have any doubts that a narrowing of the so-called gap of technology between the United States and Western Europe—and, for that matter, between the developed and the developing nations—will be for the common good. President Johnson on Oct. 7 referred to science and technology as "a common resource." He declared that the United States is ready to cooperate with the European nations on all aspects of technological disparities.

NATIONAL STANDARD OF MASS, THE KILOGRAM (under jars), is seen through the glass window in the vault at Gaithersburg by (left to right) Dr. A. V. Astin, director, National Bureau of Standards; Dr. J. Herbert Hollomon, the author of this article, and Dr. Donald Hornig, President Johnson's science advisor.

Trade equals progress

We already have abundant evidence, in the United States and internationally, that international trade is a pipeline to progress. We are convinced that it must be made a double pipeline, in which goods, services, and information can flow freely, continuously, and in both directions. In science and technology, world trade stimulates innovation and entrepreneurship.

All who have responsibility for any aspect of the problem of technology transfer must recognize that there are differences in kind and degree of technology between countries. But these differences do not need to inhibit the flow of technology. Recognizing differences,

countries still can do more to enhance the capacity and use of the pipeline.

For example, we must assure that the society—in whatever respective country we may live—is an open society. Scientists, engineers, and businessmen must be able to visit other countries freely, to study and observe manufacturing processes, research and development, and marketing activities. Students must be able to come and go in pursuit of the broadest possible education. Information and ideas must flow with minimum inhibition, whether they be in the form of periodicals, books, films, or, best of all, face-to-face discussion.

Proprietary protection

More specifically, we must assure that scientific and technological data from one country are made freely available to all who might need them in other countries. Proprietary information must, of course, be protected. But the rights of individual enterprise are recognized and enhanced, and proprietary information is protected, in all of the steps our government is taking to accelerate the spread of technology.

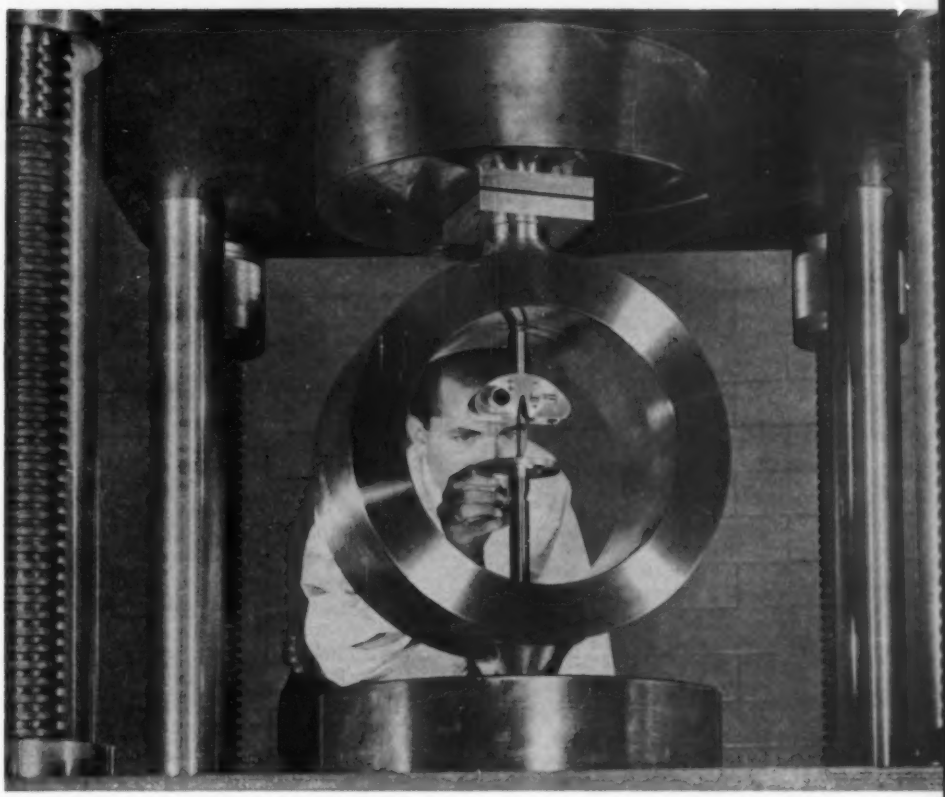
For example, patent authorities and industrialists long have dreamed of an international patent system. At a recent meeting of the executive committee of the Paris Convention, the United States proposed the inauguration of a study of ways to reduce duplication of effort both for applicants and national patent offices. Both Western and Eastern European countries supported the American proposal. It is possible that, through these efforts, and within five years, the initial stages of an international patent system will be in operation.

Standards and measurements

Two other types of data which must flow through any pipeline to progress are standards and measurements. The United States is taking steps to achieve an effective system of international standards. It is hoped that development and acceptance of international standards would provide for all countries the advantages which U.S. standards bring to this country.

The United States also hopes to undertake a study to determine the advantages and disadvantages of increased use of the metric system here. American industry, science, engineering, labor, and their associations can benefit from a better understanding of the impact of the metric system on world trade.

Secretary of Commerce John T. Connor said last week in Bonn: "The next two decades of our trading relationship will be in large part determined by our progress in the next few months in the Kennedy Round. The multiple benefits of expanded trade are obtainable, but far more important and fundamental is the direction of future world trade policy —whether we continue on the path of trade liberalization or whether we revert to nationalistic and protectionist policies."



CALIBRATION OF FORCE-MEASURING DEVICES is a service to U.S. technology performed in the Engineering Mechanics Laboratory of the new Bureau of Standards complex northwest of Washington, D.C.

Non-tariff trade barriers

Assuming that we elect to continue on the road to trade liberalization, a lot more is involved than reducing traditional tariffs if we are to assure the flow of the products of technology in international trade. Quantitative import restrictions or quotas, a hold-over from the days of stringent hard-currency shortages, still haunt the lanes of international trade. Still more important, and more insidious, are the non-tariff/non-quota barriers to trade. Administrative and technical regulations are the rocks and snags that lie below the surface of world commerce. Yet, they can be just as effective in slowing or stopping it as can tariffs and quotas.

Unduly burdensome customs formalities can inordinately delay and discourage the movement of trade. Administrative red-tape can slow it to imperceptible drift, while technical regulations can sometimes stop it altogether. Import licensing systems, where maintained on a broad basis, can be a constant threat to imports, especially in the development of markets for new items.

Spreading technological progress

Some of these trade barriers will be very hard to get at; but they are not less important because they are more difficult. Time, patience, and, especially, determined and concerted effort will be required to eradicate them.

The connection between scientific and technological progress and a liberal trade policy is clear. International trade is the means of spreading the results of technological progress over the world. International trade is a pipeline to progress. It behooves every nation, then, continually to re-examine its own trade policies, as well as those of its neighbors, to see all pertinent policies meet the requirements of the kind of open society in which global scientific and technological progress will flourish.

NFTC MEETING REPORT: II

Current trade problems seen serious but solvable

National Foreign Trade Convention speakers are cautiously optimistic

By ARTHUR McDERMOTT

Office of
Publications and Information

A first report on proceedings of the National Foreign Trade Convention was published in last week's issue.

Trying to predict what's beyond the next hill for international business was the recurring theme of speakers at the closing sessions of the 53rd annual National Foreign Trade Convention. While both government and private representatives emphasized the enormity of the problems facing the world, all seemed to share a mood of cautious optimism that they could be solved.

Fred J. Borch, president of General Electric, listed a number of economic and political trends which have begun to emerge in the past 18 to 24 months which reflect "a maturing phase of world trade."

He cited the continued growth of world trade—at a rate that is considerably in excess of the growth of the national economies. Consequently, world trade represents an increasingly important part of those economies.

There is also the growth of multinational companies. This is not just a U.S. phenomenon, according to Borch. He said that of the 200 largest non-American companies in *Fortune* magazine's annual list, 68% are multi-national.

Informal barriers

He feels the Kennedy Round negotiations have produced not only a greater understanding of formal trade restrictions such as tariffs, but a greater appreciation of the informal barriers—border taxes, indirect taxation, subsidized export prices—which may not be designed to dry up the flow of trade but have the effect of hampering free world trade conditions.

"Economic development is often a maddeningly slow business," Borch said. "At the heart of our sense of frustration is the growing belief that for the first time in history the developed nations have the tools and resources which can reverse the downward spiral in the poorer nations."

Fortunately, private business is being met more than halfway by many of the developing countries, he said, quoting Paul Hoffman's maxim that "You can't export know-how; it has to be imported."

Many nations are asking for help in their planning, either through regional development organizations or directly. General Electric is currently engaged in systems or planning studies for a number of countries, according to Borch.

Recognizing that the various stages of economic growth in many countries may not fit known patterns, his company has also set aside a fund that may be used, at the discretion of its area vice presidents, in the most productive way in partnership with local interests. "We are prepared to make 'risk' ventures on a long-term basis in investments of significance to the development and integration of the economy, where we can identify opportunities for progress and profit.

"What we are looking for and want to support are 'things that could happen,' that will result in a more productive use of local or regional resources on however limited a scale, and help to create an enlightened management group," said Borch.

"Obviously this is not the grand scale approach that is being called for, and for which the need is recognized. No company, and no country, can do that alone. But it is an attempt to see how private enterprise might be used by these countries in setting their economies on an upward-spiral. And the discipline imposed by competitive market forces is an important defense against misuse of scarce resources."

The Administration's efforts to improve U.S. trade relations with Communist nations were described by Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business.

"While denying the Communist world any extension of aggressive aspirations in Vietnam or elsewhere, we stand ready to deal with them at other levels in a calm and peaceful atmosphere. This maintenance of pressure release valves—which economic and cultural contact can create—is in our national interest."

He said the U.S. will continue to make it abundantly clear to these nations that the opportunity remains open for expanded peaceful commercial relations, and that maintenance of friendly relationships with us can bring great benefits to their peoples.

Specifically, Trowbridge cited President Johnson's repeated intention to work for early and positive Congressional action on the Consular Agreement with the Soviet Union, and the East-West Trade Relations Act. Both actions will assist in building the economic climate for expansion of peaceful trade.

Most favored nation

The East-West Trade Relations Act particularly would enable the U.S. to negotiate commercial agreements with the Soviet Union and other European Communist countries, and to extend to them most-favored-nation tariff treatment as part of such agreements. This could eliminate the disparity of tariff application which has proven both a psychological and economic barrier to trade expansion, according to Trowbridge. The U.S. would, through such agreements, better pinpoint its export markets and establish the basis for investments.

The President's authorization for the Export-Import Bank to guarantee commercial credits for industrial transactions with Poland, Hungary, Czechoslovakia, and Bulgaria, and to finance American exports for the Soviet-Italian Fiat auto plant, should be another aid to American businessmen in their efforts to enlarge our peaceful trade with the East European countries, Trowbridge said.

U.S. businessmen have often said that it would often be possible to sell the East

Europeans, not only manufacturing and process technology and know-how, but also the American-made machinery and equipment that goes with it, if they could extend reasonable credit on a Government-guaranteed basis. Trowbridge said the President's authorization will allow them to do so.

"The recent dropping of license requirements on exports of more than 400 items to Eastern Europe and the Soviet Union was another step forward in what is really a continuing effort on our part to sift and refine our list of commodities that require validated licenses to the East European countries. Whenever we find any item that our experts, after careful review, consider no longer of strategic importance, we will add it to the list of items that you may sell and ship to them under general license. We clearly have a responsibility to see that our control list is realistic and up to date," he said.

Referring to items which still require licenses, Trowbridge said that Commerce Dept. records indicate that despite their complexity, less than 5% of all license applications require more than 60 days to process, and the vast majority are cleared within ten days.

In discussing post-Kennedy Round problems, Assistant Secretary of State for Economic Affairs Anthony M. Solomon listed commodity agreements and trade preferences for the goods of the developing world as among the most pressing problems which will require solution.

"There is much truth to the developing countries' claim that self-interest alone should motivate us to buy more from them," Solomon said. "What they earn from exports to the developed world by and large goes straight back to the advanced countries like our own to finance imports of capital goods, equipment and other essentials for development.

"Over the long term, economic development is also the basis for expanded commercial trade. For example, the U.S. Department of Agriculture has observed that for every 10% increase in incomes in developing countries, we can expect a 16% increase in commercial demand for U.S. agricultural products," he said.

"For some commodities international agreements regulating production, trade and prices may be both feasible and desirable. Our experience thus far suggests that the possibilities for such action are limited in number but of considerable potential in importance," Solomon declared.

The developing nations have raised a more fundamental question which has been attracting increasing attention recently, the issue of trade or tariff preferences. They are asking for preferential rather than equal access for their exports of processed and manufactured goods to the markets of the industrial nations.

CONVENTION PRINCIPALS discuss prospects before taking part in the International Trade Session. Assistant Secretary of State for Economic Affairs Anthony M. Solomon (l.) spoke on the tasks of U.S. trade policy after the Kennedy Round, National Foreign Trade Council President Robert M. Norris chaired the session, and Assistant Secretary of Commerce for Domestic and International Business Alexander B. Trowbridge discussed current directions in East-West trade relations.

"There is nothing very new or startling about trade preferences," said Solomon. "We have had preferential trade ties with the Philippines for decades. The extensive network of British Commonwealth preferences dates from 1931. The French and a few other European nations have had similar arrangements with African areas for many years.

Breeds discontent

"What is new is that the developing countries themselves have recently become dissatisfied with this uneven situation, and with good reason. Neighboring countries of the developing world who frequently produce the same kinds of products face discrimination in developed country markets when one receives a preference and the other does not simply because of the historical fact of colonial relationships," he said.

"The system pits the poor against the poor and has neo-colonial overtones. It is made to order for creating friction and tensions among the very countries who most of all need to cooperate with each other economically for their mutual prosperity," according to Solomon.

Solomon said that "While the present systems are becoming increasingly discredited—virtually no one is prepared to espouse them as desirable—this does not mean that they can be gotten rid of easily. Therefore, what is to replace the benefits a preference beneficiary now receives in certain developed country markets?

"The answer being voiced with increasing vigor by the developing countries is that the network of existing selective preferences should be replaced by a general system of trade preferences for processed and manufactured goods by all industrialized countries for the benefit of all developing countries and without reciprocal preferences," he said.

"The United States stands pretty much alone on this issue of preferences. Most of our friends in other industrialized countries are either convinced that the poor countries do have a case in their appeal for generalized preferences or, if not convinced, are at least prepared to give them the benefit of the doubt.

"We have questioned whether the ad-

vantages would outweigh the disadvantages. We have made it clear that a shift in so fundamental a principle of American commercial policy as non-discrimination now embodied in the Trade Expansion Act is not one we would undertake lightly and without the most searching examination," Solomon said.

Finally, he warned against thinking that the Kennedy Round, even if successful, is the end of the line as far as U.S. trade problems are concerned. "As in the area of our trade relations with the developing countries and with the countries of Eastern Europe, we face major challenges in our trade relations with our industrialized trading partners in the years ahead. Our task now is to devise a strategy to guide us in all three of these vital areas."

Thinks we'll make it

Dollar Award recipient George S. Moore told the delegates, "I have finally concluded that the world is going to survive and grow, and eventually achieve its goals despite all the visible problems."

He said that we now have 'One World,' even though no one seems to want it. The scientists are ahead of the businessmen and the politicians. 'One World' is here technologically, with transport, communications and the survival problem as a result of the atomic bomb, according to Moore. "We don't seem to want to admit it or, let's say, accept it. We have our East/West divisions, our nationalisms, our barriers to trade and investment; but this is 'One World' today, and the sooner we admit it and behave accordingly, the better."

He predicted the solution of the U.S. balance of payments problems in the near future, if present trends continue.

"And when we are back in surplus, there will still be problems, perhaps even bigger problems. Fortunately, we will have the strengths to supply the economic support and technical leadership this 'One World' needs. Our greatest problem will be to find the formula for this support, so we don't founder on the shoals of nationalism, or protectionism, or even isolationism. Past formulas, won't do the job. It is not too early to commence pondering the problem of a dollar shortage once again."

Thus, after three days of wrestling with the momentous problems affecting today's world business scene, the convention was presented with something new to worry about—something which isn't even on the horizon yet. Which, after all, might be just the reason why the U.S. is the world's top trading nation.

NFTC supports extension of deadline for U.S. Kennedy Round negotiations

Also suggests review of most-favored-nation principle, favors bilateral accords, condemns private boycotts of Red goods

Here are some of the leading recommendations, resolutions, and endorsements which are included in the Declaration of the 53rd National Foreign Trade Convention:

The convention supports a temporary extension of the vital provisions of the Trade Expansion Act of 1962 to assure completion of the current negotiations, but only if there is a clearly evident will on the part of all major contracting countries within GATT to meet the issues and to reach agreement.

While continuing to support adherence to the most-favored-nation principle as a traditional key tenet of United States commercial policy, the convention suggests that, as part of an early general review of this policy, the need and desirability of either abandoning or modifying such adherence should be thoroughly evaluated.

There might be a systematic exploration of the feasibility of additional bilateral industrial agreement similar to the automotive agreement with Canada or even a more general customs union arrangement with countries wishing to develop a closer trading relationship with the U.S.

Added step

As an added step toward the betterment of trade relations with the Soviet Union and Eastern Europe, the convention calls for the elimination of local laws and ordinances which, in contravention of national policies, are intended to discourage sale by retailers in the United States of imports from Eastern Europe. No business enterprise dealing in good faith and in accord with the laws of the United States should be penalized for engaging in peaceful trade with the countries of Eastern Europe or the Soviet Union.

The convention welcomes the decision taken during the recent meeting of the International Monetary Fund to broaden and intensify negotiations on developing a contingency plan for reserve creation. Efforts towards achieving final agreement should be accelerated.

The United States should persist in its efforts to reach international agreement for a greater uniformity of anti-dumping regulations and procedures, but any arrangements arrived at must take into full account the varied United States interests involved.

The convention is pleased to note that the Foreign Investors Tax Act of 1966 contains a number of provisions designed to encourage additional investment in the United States.

The convention is gratified that the 89th Congress authorized legislation implementing U.S. participation in the Florence and Beirut Agreements, both of which are designed to facilitate the free flow of educational, scientific, and cultural materials among countries.

The convention is pleased to note that the United States Senate consented to the ratification of the "Convention on the Settlement of Investment Disputes Between States and Nationals of Other States," and that the United States' instrument of ratification was deposited with the World Bank.

To strengthen the international negotiating position of the United States, the convention favors enactment of legislation to clarify the powers of the United States to restrict operations of a foreign carrier when the operations of United States-flag lines are restricted by that carrier's national government, contrary to bilateral or other arrangements between the two countries.

The convention urges that both government and business energetically seek by every available means to dispel the prevailing misconceptions concerning private investment and to correct misunderstandings regarding its role, and that in addition the Government demonstrate in a positive manner its belief in and sustained support for private investment abroad.

Free enterprise does not mean the lack of all restraint, legal or moral, or the absence of responsible government. What it does connote and require is freedom from repression, from arbitrary controls and restrictions, and from the constant intrusion of government into the normal conduct of daily activities.

Utah's compact trade mission gets business in Europe, hopes to repeat in South America

Six manufacturers and state official visit nations in both east and west Europe, find interest in U.S. goods, services

By WALTER G. SMITH
Director, Utah Trade Mission to Europe

Utah's first trade mission to Europe was judged to be an overwhelming success by the returning members of the pioneer team this past month.

The State's Industrial Promotion Commission which organized the mission is already looking forward to another such project, perhaps as soon as next spring, this time to South America.

Although the companies represented on the Mission deal almost exclusively in heavy capital goods where sales negotiations usually cover weeks and months, already there are some concrete returns from the trip. One of the companies concluded licensing agreements in England and also expects at least four sizable contracts to result from the trip. Another is submitting bids in Hungary and presently has sent a follow-up salesman to Yugoslavia. A third is submitting offers on invitation in Greece and Yugoslavia and also discussing licensing for manufacturing in Germany and Yugoslavia. A fourth is contemplating a plant in Yugoslavia and is selecting a distributor in Greece.

Meet with counterparts

The seven-member group, another of the industry-organized missions approved by the Commerce Department, met with business counterparts in Athens, Belgrade, Budapest, Frankfurt, Milan and London during their three-week trip abroad to sell products of their State.

One of the members, William Buchanan of Intrade, Ltd., pointed out that the small size of the trade mission was a great advantage in itself. "When we sat down," he said, "we were talking to people interested in doing business . . . Our trip didn't break down into just a tour."

Buchanan noted that many States have conducted such trade missions and "they go back again and again."

"This is a long-term goal," he continued, "and you don't necessarily sell the first time."

Nicholas Strike, who represented Ajax Presses, said, "In my opinion, this trade mission was well worth the time and effort for the contacts made in Yugoslavia and Hungary alone. We are definitely going to get some positive business out of those two countries."

In Yugoslavia

Perhaps the Mission's biggest overall success was in Yugoslavia. Two factors were mainly responsible for this success. First, the economies of Utah and Yugoslavia have great similarities; both areas have vast and varied deposits of minerals; both have great forest areas for the lumber industry. Second, the two areas are highly scenic and are engaged in a drive for tourist development.

Two Utah companies represented on the Mission, Eimco and Galigher, are world leaders in mining and ore beneficiation equipment. Another company, Utah Sprocket, specializes in sophisticated equipment to install high tension electric power lines. A fourth member, Intrade, was selling recently developed hydraulic equipment to be used in the forestry and lumber mill industries.

Finally, Ajax, just mentioned, is among the world's largest manufacturers of laundry, dry cleaning and pressing equipment.

Equipment for progress

It is plain then, that just what Yugoslavia needs to develop her potentials is the type of equipment and knowledge the mission members were offering: Mining, flotation and filter equipment and engineering know-how for the minerals industry; equipment to help the country in its plans to develop and export more electric power to Northern Italy, Austria, Greece, Hungary, Bulgaria, and even Bavaria; better tools for one of its largest export industries, lumber; and finally, an essential of tourist development—equipment for one-day dry cleaning and laundry service.

Also, the country is in the midst of great social and economic changes. Various reform laws have created independent and competing enterprises, quite free from state planning and control. At a meeting attended by mission members, U.S. Embassy personnel and the heads of some 20 Yugoslav mining, importing and manufacturing enterprises, Economic Chamber Director Mihovil Kapetanic explained these laws and also those passed last July which go into effect this coming January. This set of reforms not only further liberalizes the laws regulating Yugoslav enterprises, but also, with certain limitations, permits foreign companies to enter into joint venture agreements with Yugoslav enterprises.

In the three working days the mission spent in Belgrade, they had an opportunity to meet with the heads of most of the important enterprises and discuss direct sales, licensing, engineering, and possible joint ventures.

A good structure

The Mission's summary of this visit was that the Yugoslavs are ambitious and determined to reach the technological level of the nations of the western world. It would appear that the economic reforms have created a structure within which the economy can function to accomplish this end.

Because of this atmosphere of progress and because Yugoslavia sits as an economic and political bridge between the East and the West, some members of the mission thought it might be the ideal channel for penetration of the Central and Eastern European Markets.

In Budapest

The visit to Budapest was equally interesting though somewhat more formal. The Hungarian Chamber of Commerce, a State organization, was most helpful in setting up appointments.

After three briefing sessions, one at the U.S. Legation, one at the Chamber, and the third at the Hungarian Foreign Trade Ministry, the members separated and spent two full working days with the engineers and managers of every Hungarian State enterprise that had any relation to the industries the mission represented.

Talks were frank, friendly, and sometimes even blunt where questions of payment and protection of proprietary interest were concerned. There is no doubt that a good deal of mutual respect was developed, and all mission members expect to do business in Hungary in the future.

One member says: "This is a limited

UTAH MISSION IN YUGOSLAVIA: Director W. G. Smith, center, author of this article, talks with Michael Jovovic, right, of Yugoslavia's Investmentimport. Edwin Segall, economic officer of the U.S. Embassy in Belgrade, is at left. One Utah firm is contemplating a plant in Yugoslavia.

market but we had a horseshoe in appearing when we did. Visits of the end using plants revealed two needs on which quotations are being sent out in the German language this week which should result in $22,000 worth of business to us."

Another comments: "While I cannot point to a particular situation in Hungary which would appear to lead to early sales, I feel that a prospective market for our products was opened. The companies I visited there seemed extremely eager to learn of new equipment and new ways to accomplish their needs. We are following up on each of these original conversations closely and hope to develop some business in the future."

A third member says: "Early efforts in tapping this market may be very rewarding in the medium and long term because there are many needs to be satisfied."

Radio interview

One of the interesting events in Budapest was a request by Radio Budapest to interview the mission director. This ten minute interview of questions and answers was broadcast with the English original in the background while a translated version dominated the foreground. The questions were friendly, frank and leading in nature, even including a request for an opinion of the future of the Hungarian economy.

During the trip some plants were visited by individual members of the mission and there was an obvious effort on the part of the Hungarians to assure us that proposed economic reforms would lead to even greater opportunities for trade within the near future.

At the conclusion of our visit we were pleased to be told by the Legation Staff that our success in establishing meaningful contacts had exceeded, by ten times, their expectations.

Again, it was felt our Mission had come at a propitious time, a time when trade between East and West is growing, a time when trade restrictions are being eased, a time when the countries of Eastern Europe are turning more and more to the West to obtain the capital equipment and technical assistance that will bring their economies abreast of the more advanced countries.

In other countries

The visit of the mission to Greece, Germany, Italy and England was in no way less successful than the two countries treated above, over the long-range view. In almost every country some definitive business was completed and many contacts were made that will result in future business.

In Frankfurt and London, the mission director was able to sit down with the directors of some of the world's largest international mining companies and make a case for investment in Utah's vast and only partially developed natural resources. Great interest was expressed, and follow-up work is being done.

The mission was perhaps unusual in that all of the members, with the exception of the banker, represented businesses already active in international markets. That they got the kind of exposure they were promised is exemplified by the following quotes.

Banker sees bright future

The banker, Edward Arthur, says of Yugoslavia: "Exposure to the banking community in depth and breadth was made possible here because of the diligent efforts of the Embassy staff. I felt an optimistic and aggressive attitude existed in that part of the business community contacted. This enthusiasm in the face of heavy government debt and dollar shortage led me to conclude that a most attractive market lies here in the years ahead."

Again, he says of Frankfurt: "Compliments are in order for the Consulate staff in coordinating so many visits by members of our Trade Mission. The existence of the Trade Center here, an excellent well-situated facility, can be most beneficial to those who would generate trade in West Germany."

Harold Wright was impressed not only with the opportunity to secure business contracts, but also with being able to exchange technical data. "You have exposure to many things in other areas," he added. "And we had the opportunity to get answers on anything we wanted."

Direct contact beneficial

Ralph Hawkes of Eimco says: "Talking to people is a big advantage. The insight I received from direct contact with the officials in Yugoslavia and Hungary wouldn't come out of books if I read until next year. By coming with a group I have been able to see many people I am sure I would never have seen otherwise. We have the prestige of representing the Governor and serving as a direct contact for Utah."

The Mission members collectively agree that they are looking forward with a great deal of interest to the second Utah Trade Mission.

Members of the mission were William E. Buchanan, president, Intrade Ltd.; Harold E. Wright, executive vice president, Galigher Co.; Byron F. Barkley, president, Utah Sprocket and Machinery Co.; Edward E. Arthur, vice president, Continental Bank and Trust Co.; Nicholas G. Strike, general manager, Ajax Presses; Ralph O. Hawkes, assistant vice president, international operations of Eimco Corp.; and Walter G. Smith, assistant director, Utah Industrial Promotion Commission.

U.S. companies win Gold Medal Awards of marketing unit

Firms honored for unusual approaches in solving problems

Ten United States companies are among the first winners of Sales and Marketing Executives-International's Gold Medal Awards for Marketing Excellence.

The companies that won for world-wide trade efforts are Eastman Kodak, Rochester, N.Y., Hilton International, Standard Oil Co. of New Jersey, and IBM World Trade Corp., New York.

Other winners are Culligan, Inc., Northbrook, Ill.; Kelvinator Division of American Motors, Detroit; Henry I. Siegel Co., New York; Skil Corp., Chicago; Tensor Corp., Brooklyn, and Eastern Air Lines, New York.

These firms were honored for uniqueness of approach in solving marketing problems, originality or innovation in techniques used, quality of marketing and communications materials, and effectiveness in realizing marketing goals.

Eastman's example

Eastman Kodak, for example, was described in a situation in which it could have wasted ten years and about $6 million if unable to pre-empt the world market with "the ultimate camera—the Instamatic." Competitors didn't have a chance to imitate, however, for Eastman conducted all development in airtight security, briefed key people and prepared news-promotion material in secrecy, and simultaneously unveiled the new Instamatic in February in 27 of the world's major cities.

News, starting at the international dateline, raced the sun around earth. As a result, by August Instamatics were backordered throughout Kodak global markets. That Christmas, Eastman sales soared to an all-time high. Momentum has continued ever since.

The other nine U.S. companies were honored for parallel experiences. Thus, Eastern Air Lines was awarded for successfully reversing a disastrous financial and customer situation and for new techniques which re-established sales and profits; Hilton centralized control of international marketing of many diverse properties; Standard Oil successfully took the U.S. "Tiger in Tank" promotion all over the world.

Culligan Water Softeners employed new marketing and advertising practices which sold the salesman more than the product; Kelvinator Appliances improved and gained an important market share through product differentiation and new sales techniques; Henry I. Siegel (h.i.s. Clothes) solved the problem of relying only on private label business by establishing consumer acceptance of a new branded product.

Skil Corp., with its trigger speed control drill, developed a new consumer product with new applications in a highly competitive market; Tensor Corp. converted a business with major dependence on government contracts by developing a specialized consumer product in the lighting industry; and IBM was lauded for the techniques employed in successfully introducing the IBM System 360 through an airborne demonstration on a world-wide basis.

Balance of payments briefing is planned by management unit

Meeting will bring government, business together for discussion

A three-day briefing on "The Balance of Payments Problem and the U.S. Dollar" will be held by the American Management Association beginning Nov. 30 in Washington, D.C.

Methods now being employed in easing balance of payments problems will be discussed. Alternatives for businessmen financing foreign operations will be explained. Legal aspects of the matter will also be covered.

Governmental viewpoints will be presented by: Sen. Bourke B. Hickenlooper of the Senate's Foreign Relations Committee; Sen. William Proxmire of the Senate's Banking and Currency Committee; Rene Larre of the French Embassy; George C. Mitchell of the Federal Reserve Board; Walther Lederer, Office of Business Economics, Department of Commerce; Winthrop Knowlton, Assistant Secretary for International Affairs, Department of the Treasury.

Speakers from the business world include: Russell Baker of Baker, McKenzie & Hightower; Richard Fenton, Pfizer International; Stefan J. Rundt, S. J. Rundt & Associates; syndicated columnist Henry Hazlitt; Samuel Waugh, Bank of New York.

Write: American Management Association, 135 West 50th Street, New York, N.Y. 10020.

Engineers arranging world convention; expect 125 exhibits

Capital planned as meeting site; over 750 designers will attend

More than 750 consulting engineers from all over the world will attend their first international convention in Washington, D.C. next spring. Highlight of the convention will be the exhibit gallery, expected to attract 125 exhibitors.

The meeting will bring together members of the Consulting Engineers Council/USA and the International Federation of Consulting Engineers at the Shoreham Hotel May 8-11, 1967.

FIDIC, headquartered in the Netherlands, draws its membership from free world countries—Australia, Canada, Iceland, South Africa, Central Africa, the U.S. and countries of Western and Northern Europe.

The work of engineers in private practice ranges from the design of automated factories to the creation of computerized controls for heating and cooling modern buildings. The field includes engineers engaged in the design of transportation facilities, mechanical, electrical, structural and acoustical systems, and all branches of civil engineering, from water supply and purification to sewage disposal.

Sidney A. Silver of the Washington, D.C., consulting engineering firm of Silver, Schwartz & Associates, has been named general chairman for the four-day convention. Theme of the convention is "The Consulting Engineer's Role in Tomorrow's World."

Mr. Silver said the exhibit gallery, expected to attract 125 exhibitors, would set a new record for CEC conventions. The Producers' Council of Washington, D.C. will plan and supervise the Exhibit Gallery.

Write: Consulting Engineers Council, 1155 15th Street NW., Suite 410-413, Washington, D.C. 20005.

COMPANY REPRESENTATIVES of the J. P. Stevens Co. (above left) talk with Swedish buyers at the Stockholm Trade Center. Children's dresses and blouses (above right) were shown by Apparel, Inc. for the first time in Scandinavia. The company president signed one agent, and is negotiating with two others.

TWO LOCAL SALES AGENTS for Puritan Sportswear (above) point out the qualities of the company's line for a visitor. Two agents were signed by president B. B. Walker of the Walker Shoe Co. (at right below) at the Trade Center display, the company's first sales effort in Scandinavia.

North Carolina firms use Stockholm Center

Fifteen manufacturers to visit European lands on trade mission

As the first stop on their tour of Sweden, Germany, Belgium, the Netherlands, and the United Kingdom, fifteen North Carolina textile manufacturers took over the Stockholm Trade Center for a special showing of the State's products, Oct. 25-29. The promotion marked the first time a U.S. Trade Center has been used in this way by a visiting trade mission.

The majority of the North Carolina apparel and household textile product firms at the show were new to the Scandinavian market, and several were new to exporting. By the end of the five-day exhibition, the firms had signed 15 agency, distributorship, and licensing agreements, with 12 additional arrangements still under negotiation.

Off-the-floor sales at the Center totaled $34,300, despite the fact that the spring buying season traditionally closes a month before the show. The firms in the exhibition estimated that they would realize sales of $790,000 during the next year as a result of their participation in the Trade Center show.

The mission will be touring Europe until Nov. 14. Following their return, a report of their activities will be published in INTERNATIONAL COMMERCE.

Survey of Swedish market shows growing need for advanced dairy, food processing equipment, tools

Upcoming exhibition at Stockholm Trade Center will introduce U.S. products with special production, packaging functions

Sweden and its neighboring Scandinavian countries enjoy a high standard of living, and are experiencing a sharply rising demand for convenience foods. Coupled with the area's traditionally high consumption of dairy products, this presents an excellent sales opportunity for American manufacturers of machinery, equipment, and supplies required by the food processing and packaging industries.

While Sweden has long supplied most of the equipment needs of its dairy industry, several developments make the climate especially ripe for the introduction of advanced U.S. equipment.

An ideal opportunity for U.S. firms to gain market exposure for their products and to contact the cream of the Scandinavian crop of sales representatives, as well as to make on-the-spot sales, will be provided by the exhibition of dairy and food processing and packaging equipment, scheduled for Feb. 23-March 1, 1967 at the U.S. Trade Center in Stockholm.

The increasing popularity of specialty ice cream and dairy confections, along with the prevailing scarcity of labor, has led to a search for labor-saving food processing and packaging machinery. The expanding market possibilities extend to specialized automatic equipment for handling and processing the complete range of dairy products.

Price disadvantage offset

While prices of some U.S. equipment in this field may be higher than those of Swedish or other European manufacture, American machinery has an established reputation for quality and dependability which offsets price disadvantage.

A recent market survey of the dairy equipment industry in Sweden shows that Swedish manufacturers provide a large part of the industry's requirements. Germany is the largest foreign supplier, but sales opportunities are growing fast enough to provide promising prospects for U.S. exports to the Scandinavian area.

The survey shows especially good prospects for sales of the following items in the field of dairy goods: ice cream making, packaging, and storing equipment; soft ice cream making and dispensing equipment; cheese block wrappers and sealers; homogenizers; gauges; rotary pumps and cooling tanks; and equipment for laboratory testing and production quality control.

In the bakery field, continuous ovens for baked goods are in demand, as are automatic deep fat fryers, frozen dough processing and packaging units, and dough mixing equipment. In meat and eggs, slaughter and cutting machinery, automatic sausage linking machines, and egg candlers should sell well.

Processing and packaging

Food processing equipment with high sales potential includes flash freezing units, breading machines, peeling and segmenting equipment, juice extractors, and dehydrating machinery.

Packaging equipment pinpointed by the survey as being in increasing demand runs from labeling, filling, and sealing equipment to blister packing and plastic and paperboard carton machinery.

One of the most important qualifications considered by buyers in Sweden is the ready availability of dependable, convenient after-sale service. Part of the service provided by the U.S. Trade Center to firms participating in the upcoming show will be to identify reliable established sales representatives in the dairy equipment field, and invite them to the exhibition.

U.S. firms in the dairy and food processing equipment field who wish to obtain more information about the show at the Stockholm Trade Center, and about participation arrangements, may write to James Willcox, Office of International Trade Promotion, Bureau of International Commerce (Code 928), U.S. Department of Commerce, Washington, D.C. 20230, or telephone Area Code 202, WOrth 7-4810.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL TRADE FAIR, LISBON, PORTUGAL, June 9-23. Almost 2,000 exhibitors, with 871 from foreign countries. 43 AMERICAN PARTICIPANTS, up from 38 in 1965. Attendance 246,201, with numerous trade visitors from foreign countries. No sales figures, but exhibitors generally expressed desire to return next year. Next Fair, June 1968.

FIRST BILBAO INTERNATIONAL FAIR, BILBAO, SPAIN, Aug. 14-29. 1,824 exhibitors from 18 countries. 29 AMERICAN EXHIBITORS, in a variety of consumer, construction, and industrial products. Attendance 704,000, up by more than 100,000 from last year, mostly due to the introduction of more consumer products. American companies and agents for U.S. firms reported active sales interest in both consumer and industrial items. Next Fair, Aug. 1967.

EUROFINISH METAL SURFACE FINISHING FAIR, UTRECHT, HOLLAND, Sept. 20-24. 110 exhibitors showing products of 287 firms from 13 countries. 27 U.S. EXHIBITORS. No sale figures, but all exhibitors pleased with show results. Foreign attendance up from previous years. Next Fair, probably in the Spring of 1969.

FIFTH INTERNATIONAL WOODWORKING INDUSTRIES FAIR, BASEL, SWITZERLAND, Oct. 1-9. 225 exhibitors representing over 600 companies. 18 AMERICAN MANUFACTURERS REPRESENTED. Attendance 45,000, almost all from Switzerland. Fair was considered a business success by most exhibitors. Next Fair, October 1968.

FISHING INDUSTRIES EXHIBITION, CAPE TOWN, SOUTH AFRICA, Oct. 11-15. 68 exhibitors, three from foreign countries. ONE AMERICAN SUBSIDIARY, in addition to several U.S. firms represented by local agents. Majority of products in the fish processing machinery field. Attendance well over 10,000. All exhibitors answering a questionnaire by the Fair management were pleased with sales results and market exposure. No date set for next exhibition.

FRESH AMERICAN FISH, crabs, clams, and caviar were flown in regularly from the United States during the International Fall Fair in Vienna, where the U.S. display proved to be one of the big attractions.

U.S. fish products airlifted for displays at two recent European food exhibitions

Clams, oysters, pompano, Great Lakes caviar popular at Vienna, Munich; special shows at Milan and London will promote canned, frozen seafood

A firm order for $100,000 worth of frozen American seafood was typical of successes registered by U.S. companies which participated in exhibitions recently at two major European food trade fairs.

U.S. fishery products were successfully displayed and promoted by the Bureau of Commercial Fisheries, U.S. Department of the Interior, at the International Fall Fair, in Vienna, Austria, and the International Exhibition of Groceries and Fine Foods, Munich, Germany.

A first for U.S. exhibits at international food fairs was the display of fresh fish and shellfish. Arrangements were made to fly these products to the fairs. This required pinpoint scheduling, since U.S. shipments were made from the West Coast, Southeast, and the Northeast. Deliveries were made every three days to assure freshness.

A wide variety of species, including such delicacies as Pacific salmon, Dungeness crabs, Spanish mackerel, pompano, sea trout, mullet, swordfish, Cape scallops, cherry stone clams, soft shell clams, and oysters drew large and enthusiastic crowds daily throughout the shows. In Austria, a land-locked country, both the public and tradespeople were amazed at the quality of the fresh fish still in prime condition after shipment from 3,000 to 6,000 miles away.

The State of Maine, in cooperation with the Bureau of Commercial Fisheries, displayed live lobsters at Munich. A tank with a capacity of more than 200 pounds was installed in the public area, and shipments from Maine were air-freighted at 3-day intervals. It is expected that a substantial market for live Maine lobsters in Germany will be developed.

U.S. caviar was also introduced to the Austrian and German markets for the first time. This product is produced from Great Lakes whitefish. According to official tasters and buyers from one of the largest Austrian food chain corporations, this product is superior to that made in Germany which is popular in both these countries. U.S. caviar is competitively priced with European brands.

The $100,000 order, for frozen Alaskan king crabmeat, was taken during the Munich fair. This sale was made by a firm which was participating in a U.S. Government-sponsored show for the first time.

The Bureau of Commercial Fisheries invites all domestic fishery firms to participate by sending their products, canned or frozen, to the Second U.S. Food Products Exhibit, U.S. Trade Center, Milan, Italy, January 18-24, 1967, and only frozen seafood products to the U.S. Frozen Food Show, U.S. Trade Center, London, England, February 14-23, 1967.

Additional information, including shipping instructions for both shows, is available from the Office of International Trade Promotion, Bureau of Commercial Fisheries, U.S. Department of the Interior, Lynn Building, Room 606, 1111 19th St., N. Arlington, Va. 22209.

Melbourne Consulate asks for samples

The newly established sample display service at the U.S. Consulate in Melbourne, Australia, provides a showcase for the display of products by U.S. firms seeking agents or distributors in Australia. The consulate has released a list of products which are particularly suitable for display and which should have a potential market in Australia.

Consumer products in the list include toys, games, and sporting goods; phonographs, tape recorders, and musical instruments; small domestic electrical appliances; insecticides, fungicides, and disinfectants; perfumes, cosmetics, and other toilet articles; and some rubber, plastic, and glass articles.

Commercial and industrial products with sales potential include business machines; scientific, photographic, optical, and medical apparatus; communications equipment; electronic machinery, including small scientific measuring and testing equipment; prepared paint and paint driers; educational equipment; and small components and accessories for metalworking, automotive testing, and service equipment.

Interested firms should contact the Commercial Officer, American Consulate General, 14-22 Commercial Rd., Melbourne, Victoria, Australia, listing specific products proposed for display at the Consulate. The Commercial Officer will then advise the companies directly as to the sales prospects for their products, and conditions for use of the area.

NOW AVAILABLE

A complete list of the registered visitors at the U. S. Industrial Equipment Exhibition at Mexico City August 1-13, 1966

These are BUYERS - - -

Industrialists who purchased over $2.3 million worth of U.S. metalworking machinery and equipment, scientific and industrial instrumentation, and packaging machinery and equipment - - -

who are still buying - - -

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Enclosed find check for $_____ in payment for the list of Mexican buyers. Also, send lists I have checked below:

___ Business Machines, Tokyo @ 50¢; ___ Industrial Pumps & Compressors, Tokyo @ 25¢; ___ Metal Surface Finishing Machines, Tokyo @ 50¢; ___ Mining & Safety Equipment, Bangkok @ 10¢; ___ Food Processing Equipment & Supplies, Milan @ 25¢; ___ Air Conditioners and Dehumidifiers, Tokyo @ 50¢; ___ Agricultural Equipment, Tokyo @ 50¢

Name _____

Street _____ City _____

State _____ Zip Code _____

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: A Japanese firm is planning to establish a joint-venture textile manufacturing mill in **Malaysia** for the spinning, weaving, dyeing and finishing of cotton or cotton synthetic fiber mixed fabrics. Cotton manufacturers from India, Hong Kong, Japan and South Korea are also planning to set up textile factories throughout Malaysia . . . January-August imports of **France** from the U.S. (797.3 million) were 11.2% above the comparable period of 1965. Total French imports amounted to $7.698 million, 15% above January-August of last year . . . Preliminary figures indicate that in the first eight months of the year, **Spain's** imports rose to $2,449.3 million, a 27.6% increase over the same period in 1965 ($1,919.7 million; of the total, $431.9 million or 17.6% was supplied by the U.S. ($349.9 million and 18.2% in 1965). In the first eight months, Spanish exports rose to $774.9 million, a 37.5% increase over the same period in 1965 ($563.7 million), of which $87.5 million or 11.3% were shipped to the United States $72.4 million and 12.9% in 1965).

MARKET OF 9.6 MILLION

Exporters keen on Kenya

Economy recovers from 1965 setback; expected to advance at rapid pace

U.S. exporters to Africa are currently regarding economic developments in Kenya with heightened interest.

Kenya, a member of the East African Common Market, has traditionally been considered the principal point of access to a market of some 28 million persons, but recent reports from Nairobi indicate that the 9.6 million Kenyans comprise a market warranting serious attention in its own right.

Kenya's economy has recovered from the setback of 1965 and, based on returns for the first half of 1966, is expected to advance at a rapid pace this year, with agriculture and construction leading the way.

Drought and crop disease reduced gross farm revenue last year by 12.4%, but the economy as a whole recorded a rate of growth of 2½%. Improved weather conditions have removed the check on agricultural productivity and a 15% increase over last year in the total value of marketed produce is predicted for 1966.

The combination of improved weather conditions and the maturation of new coffee and tea plantings, harvested for the first time this year, accounted for marked increases in both of these major export crops.

With the end of the coffee season approaching, the 50,804 tons delivered thus far, as compared with 38,818 tons in the 1964-65 season.

The Kenyan contribution to the world supply of coffee and tea is not sufficiently large to affect world market prices, so there has been no marked downward trend in prices consequent on increased production. The overall coffee price for the 1965-66 crop is £13 less than the previous year's price but prices on the London tea auction have been higher during the first six months of the year when compared with the same period in 1965. This figure shows an overall average of Sh.4/30 per pound as against Sh.4/18 per pound last year. One pound [£] equals $2.80; one shilling [Sh.] equals $0.14.

Sisal crop behind 1965

The production of pyrethrum has likewise registered a significant 37% increase over the previous year and smaller increases are expected in cotton deliveries. The single exception to this overall expansion appears to be the sisal crop, with cuttings during the first six months (28,212 tons), running behind the figure for the same period in 1965 (30,670 tons). The primary reason for the decline appears to be continued depressed world market prices.

Increased productivity in the cattle and dairy industries has been laid to favorable weather conditions. Deliveries of cattle for slaughter are recorded at higher levels (93,041 during January-June 1966 as compared with 80,400 in the first six months of 1965) and slaughterings of pigs have also been higher.

Recorded sales of whole milk during the first six months of 1966 were 8% higher than in 1965 and ghee and cheese production have risen 91 and 8% respectively, although butter production has remained relatively stable.

The substantial wheat crop (as of July deliveries had amounted to 199,776 tons as compared with 127,772 tons in 1965) will be easily absorbed by the growing demand for wheat in the East African market but the maize crop is expected to yield a surplus of 3 million bags above internal requirements, thereby creating problems of surplus storage and disposal.

The maize situation is further complicated since the Maize & Produce Board is already holding a year's supply of surplus maize derived from the 1964-65 crop and U.S. PL 480 (Food for Peace legislation) imports. The export of approximately one million bags is anticipated and plans are currently being made for the construction of storage facilities for the remainder.

According to the Ministry of Agriculture, £2 million of the total cost of £2.7 million for additional storage, losses on exports and financing the purchase of the crop will be met by the government, the remainder to be recovered by a levy on producers.

The expected upturn in the construction industry has now become evident. In the second quarter of 1966, the index of construction industry receipts stood at 159 as compared with 100 in the last quarter of 1965, a remarkable increase even allowing that the industry is

recovering from a low level of activity that has prevailed during the past few years.

Residential building activity has recovered from its virtual stagnation. Building activity is particularly apparent in, although not confined to, Nairobi, where the value of residential buildings approved by the Nairobi City Council in the second quarter of 1966 was higher than the annual average over the past five years.

Non-residential building planning is also rising as compared with last year, and the resultant pressure on the industry's resources is causing building costs to rise, necessitating an expansion of the industry's capacity to meet both immediate and long run demands.

The accelerated pace in agriculture and construction is also reflected in industry, where sales in the second quarter registered a 10% increase over the corresponding period of 1965 and 18% over 1964, attributable primarily to increases in the sale of soda ash, dairy products and biscuits, although less significant products also contributed to the general rise.

Soda ash gains new marts

Outstanding increases in production were recorded for soda ash, which has recovered from the loss of the South African market and found extensive new markets in Thailand, USSR, Singapore, Japan, New Zealand and India.

On a different note, the manufacturing field as a whole was threatened with the loss of East African markets when Uganda and Tanzania levied new restrictions against Kenyan goods; production and sales of cement, beer, cigarettes, petroleum products and clothing have been affected.

Receipts from tourism, the nation's second largest foreign exchange earner, have also increased, reflecting the success of package tours and heightened promotional activity.

During the first half of 1966, the number of visitors to Kenya reached 48,532, showing a rise of 36% over the same period last year. These visitors also stayed in Kenya longer, 13.7 days as compared with 10.6 days in 1965.

The strength of the overall economy is further reflected in the easing of the monetary situation in the second quarter. Bank deposits, which have registered steady increases, were approximately 35% higher at mid-year than at the same time in 1965.

Bank lending has also increased, but at a slower rate and the overall advances/deposits ratio is currently lower than at any time since 1963. In view of the rapid strides made by the economy during the current period, the further lowering of the credit ratios is understandable only in so far as it may reflect precautionary measures taken by commercial banks preparatory to the setting up of the new Kenya Central Bank.

Expectations of private enterprise continue to keep pace with the upward trend in the overall economy, and firms expect that sales will continue to rise through the end of 1966 and into 1967. For all concerns, sales expectations during the second quarter showed a 20% increase over 1964 and a 10% increase over the same quarter in 1965. Private enterprise expects to increase employment by 8% by the end of 1966 over the end of 1965 and there appears little doubt that the forecast 23% increase in total capital formation will be achieved.

Government development expenditures are now rising in accordance with the Five Year Development Plan and, although accurate statistical material regarding capital formation in private agriculture is not available, manufacturing firms expect investment in the full year 1966 to exceed that in 1965 by 60% and 1964 by 75%.

Expansion here is expected primarily in food industries as well as among beverage, cement and textile firms. Commercial enterprises, on the other hand, expect the greatest portion of the 20% increase in investment activity to be confined to motor distributors and oil companies.

It has been a matter of increasing concern during recent years that, while the economy as a whole has been progressing rapidly, there has been no comparable advance in the number of wage earners. It is particularly significant that in 1966 there have been definite indications that the total level of employment in private enterprises is at last rising.

Outside of agriculture, the index of employment in private industry rose from 101 at the end of 1965 (1964=100) to 105 in June and is expected to climb to 108 by December.

The most spectacular advance was once again in the construction industry where the index of employment rose from 105 in December to 128 in June but, with the exception of mining and electricity, all other areas have also reported significantly increased employment.

Increased employment seen

In agriculture, falling employment on large farms is more than offset by the expansion of the labor force employed on smaller sized holdings. In addition, the increased level of government spending indicates that increased employment is also to be expected in public areas.

The significance of the rising level of employment to imports of consumer goods should not be underestimated. The propensity to consume at the income level of the average Kenyan wage earner is high and the increasingly high levels of consumer demand have been closely correlated with rising levels of imports.

Full details of external trade, available only for the first quarter of 1966, reflect the growing level of activity in the economy as a whole. The continued dependence on imported foodstuffs in the first

KENYAN TEA PRODUCTION increased 46% during the first six months of 1966, reaching 161 million tons. The African nation's coffee crop is expected to be the largest in the history of the industry. Good weather and maturation of new plantings accounted for increases in these major export crops.

three months caused a further deterioration in the visible trade balance but it is expected that the marketing of the 1965-66 crop will eliminate the imbalance.

Together, increases of £2.6 million and £3.0 million in government and commercial imports respectively, accounted for the £5.6 million rise in the value of imports over the first quarter of 1965.

Some £2.4 million of this total represented maize imports, which should be completely eliminated later in the year, but substantial increases were also recorded in imports of non-electric machinery (£1.0 million), fertilizers (£0.4 million), jute bags and sacks (£0.4 million), and clothing and footwear (£0.3 million).

After a continuous rise in 1965, imports of motor vehicles declined by £0.3 million and iron and steel imports dropped from £1.7 million to £1.2 million.

Over the same period, total exports outside East Africa rose by £4.7 million to a total of £23.6 million. Domestic exports increased by £5.0 million as a result of substantial gains in the exports of coffee (£2.3 million), and tea (£1.3 million). Other products contributing to the rise included meat products and preparations, petroleum products and hides and skins.

Lower world prices and decreased production were responsible for the 16% decline in exports of sisal, usually a major source of foreign exchange.

The favorable interterritorial balance of trade which Kenya has traditionally enjoyed deteriorated by some £100,000 as compared with 1965, largely because of restrictive actions taken against Kenyan imports by the governments of Uganda and Tanzania.

Exports to East Africa amounted to £7.0 million, as measured against £7.6 million during the comparable period last year, the principal areas of decline being exports of clothing and footwear, iron and steel products, and cigarettes to Uganda. Kenya's imports of territorial goods also declined, although Tanzanian imports suffered heaviest losses.

Bureau of the Census data show U.S. exports to Kenya in the first half of 1966 were valued at $17.7 million, led by corn ($6.1 million) and kraft paper and paperboard ($1.6 million), compared with $10.3 million in the first 6 months of 1965.

During the same period of 1966, U.S. imports from Kenya totaled $7.8 million: coffee $3.3 million, tea $2 million and spices $1.7 million, down from the $8.9 million figure for first-half 1965.

Mauritius offers U.S. businessmen varied investment opportunities

Location, climate and industrious population attractions in British Crown Colony, 500 miles east of Madagascar

By R. P. GOOLD

Economic Officer
U.S. Embassy, Malagasy Republic

TANANARIVE—Mauritius, a British Crown Colony some 500 miles east of Madagascar, provides many investment opportunities for U.S. businessmen willing to furnish technical assistance and quality control guidance under agency agreements.

For firms interested in investing in the Island, its location and the industriousness of its commercial population give Mauritius advantages that do not exist elsewhere in the Indian Ocean.

The Island, which is expecting to become independent sometime next year, has a history dating back to 1638.

The future quite clearly holds two alternatives for Mauritius; either develop labor intensive industry to employ the 6000 males coming onto the labor market each year or sink under the weight of the growing population.

Despite the enormity of the task facing Mauritius, the picture is far from dark. The sugar industry, which provides 95% of the colony's income, is marginally profitable at world prices and has yet to develop the potential of sugar by-products or industrial transformation of the sugar itself. The Commonwealth Sugar Act subsidizes about half of Mauritius' more than 700,000 tons of production and provides the means for further capital investment by the sugar industry.

The development of Mauritius' tourism potential is a second avenue open. Apart from the climate, beaches and deep sea fishing (which is as good as any in the world). Mauritius attracts tourists mainly from South Africa, because of the low cost of living.

By developing its tourist facilities Mauritius has a good chance of drawing tourists from Europe and perhaps even from the U.S. To do so on a large scale, however, it will undoubtedly be necessary for Mauritius to attract international hotel interests and to secure routing through Mauritius of around-the-world air travelers so as to benefit from the advertising that would naturally follow such connections.

Low-cost, quality labor force

The greatest source of development potential lies with Mauritius' low-cost yet quality labor, predominantly Indian, and her central position among large markets with whom she will have preferential customs relations as a member of the British Commonwealth.

Mauritius is hoping to attract manufacturing firms which will import raw materials to the island, transform them there, and re-export them to the markets of South Africa, Kenya, Kuwait, India, or even Australia. To do so, it has adopted liberal development incentives and customs regulations that in effect make her a free industrial zone.

Among the incentives offered is the opportunity to obtain up to 50% financing at 6% interest over 12 years from the Mauritius Development Bank. Initial depreciation allowances of 40% on plants and 20% on industrial buildings are available. Tax holidays of eight years with normal depreciation allowances (but no initial allowance) or of five years with the initial allowance on capital expenditure applicable to the tax holiday period and deductible the first year following the tax holiday are also offered.

Guide to Mauritius

A survey of the economic situation in Mauritius through 1963, *Commerce & Industry in Mauritius*, is available for consultation in the Bureau of International Commerce's Africa Division in Washington, D.C., or at the Department's Field Office in New York, located on the 61st floor of the Empire State Building at 350 Fifth Ave. A single copy of the 98-page Mauritian publication is available from the Africa Division on a short-term loan basis to interested businessmen.

Expenditures in the field of applied research are deductible from taxable income. Complete exemptions and rebates of customs duties on machinery and raw materials imports are coupled with complete registration duty exemption.

Although a major English merchandising house has recently announced that it will manufacture clothing in Mauritius for sale through the firm's outlets in England, Mauritius realizes that it would be unrealistic to expect U.S. investment in an unknown spot in the Indian Ocean. Nevertheless, it seeks U.S. commercial participation in the form of agency agreements to supply needed technical training, known labels, and worldwide connections that such agreements could provide.

A relationship of this sort would appear to be profitable for U.S. industrial firms in view of the preferential domestic and external markets available.

Island's businessmen capable

Two areas of immediate interest are the development of local industry for import substitution and agricultural diversification. The business community in Mauritius is aggressive and capable and controls a relatively large amount of capital.

In addition, the relatively high economic activity of Mauritius' population provides a market of some 750,000 people for necessities and low-priced merchandise and a smaller, but substantial, market for medium-priced goods. With a built-in competitive advantage that local manufacturing firms will have through protective tariffs and import restrictions, Mauritius would appear to provide a good market for manufacturers of plant equipment and package plants.

Mauritius is also working on the diversion of marginal sugar land to other crops. She already has a burgeoning tea industry and is developing intensive production of root crops which are major import items. Of greater potential is the development of pineapple production on land owned by the major sugar plantations.

The directors of some of these plantations feel that technical guidance from a major pineapple producer as well as an internationally known label are necessary to bring their plans to fruition. The Mauritian pineapple is small and succulent and the potential management of the industry of the highest calibre.

Local interests feel that an agency agreement between a major pineapple producer and Mauritian partners would be profitable for both the island and the producer.

A further opportunity for U.S. sales results from the fact that at present the sugar industry uses bagasse (the residue resulting from sugar cane or sugar beet extraction) only for fuel. While there were plans for the development of a paper pulp plant and a fiber board plant using the 1.6 million tons of bagasse resulting from the sugar crop each year, development of the project has been postponed.

This situation appears to provide a potential for sales of some signifiance for manufacturers of bagasse machinery.

Development of heavy industry will require major outside investment which Mauritius hopes to obtain through international sources. The most natural industry would be the manufacture of synthetic rubber or plastics from the unsubsidized portion of the sugar crop. This seems to be viable considering the available markets in East Africa due to South Africa's commercial isolation from these former commonwealth customers.

A second possibility lies in the production of labor intensive, high unit cost items that would support transportation to the South African industrial complex, or even to those of Europe or the U.S. With the standard wage at just over $1 per day for unskilled workers and with plentiful and cheap water and electricity, Mauritius could profitably provide low cost instruments or components to an industrial economy with higher wage rates.

Market profile—Mauritius

Area: 720 square miles

Population: 750,000 (69% Indian); growth rate 3%

Capital: Port Louis

GNP: $190 million (1963)

Per capita income: $271 (1963)

Climate: Sub-tropical

System of Government: British Crown Colony; independence expected in 1967

Prime Minister: Sir Seewoosagur Ramgoolam

Main Crop: Sugar; also tea and aloe fiber

Currency: Rupee (4.87 Rs equal $1)

Official languages: English and French

Electricity: Industrial rate, $1.63 KVA per month plus 1.4 cents/KWH

Water: Between one-half to one cent per cubic meter for quarterly consumption over 2000 meters.

Selected imports (1964): Petroleum products ($13.5 million); fertilizers ($2 million); cosmetics ($1.6 million); pharmaceutical products (not including antibiotics, vaccines, etc.) ($1 million); toothpaste ($124,000); bicycles ($118,000); crown corks ($73,800); and automobile batteries ($65,000).

NATURAL HARBOR OF PORT LOUIS was used as base for pirates preying on the China trade during the 17th century. Island is burdened with one of the world's most densely-concentrated populations which is expanding at a rate of 2.8% per year, threatening Mauritius with economic stagnation.

6% GROWTH RATE, BUT—

Tunisia beset by problems

Loss of French preference deflates export earnings; aid makes U.S. second largest supplier

Tunisia's annual growth rate, one of Africa's highest, is holding at 6%, but the economy continues to be severely buffeted by external and internal financial problems.

Growing pressure on Tunisia's external payments position is being caused by a drop in the country's export earnings. This drop followed the deterioration of relations with France in 1964, when preferential entry into the French market for Tunisian goods was lost, and a significant increase in debt service, especially for medium term credits used to meet investment targets.

The internal financial situation, reflected in the increasing difficulty of the Tunisian Government in closing a persistent budget gap, is resulting in the examination of new ways to economize on operating expenses.

Fiscal and monetary measures undertaken by the Tunisian Government under the two standby agreements with the IMF (the devaluation of the dinar in 1964, a 10% increase in most direct and indirect taxes, a reduction of the capital investment program and the imposition of strict controls over utilization of supplier credits) coupled with a partial restoration of the preferential trading relationship with France have not been sufficient to show significant improvement to date.

FRUIT EXPORTS are replacing Tunisia's wine sales to France as a foreign trade earner and former vinyards are being converted to orchards.

Bright spots in the economy, which in the future could help to cover a substantial portion of the payments shortfall, include the supply by new Tunisian industries of a larger amount of domestic requirements, an increase in foreign exchange earnings from tourism, initiation of Tunisian petroleum exports and plans by a number of donor nations for the continuation of external assistance.

Tunisia's trade position began to show an improvement during the first six months of 1966, with the ratio of exports to imports registering a slight gain. The principal factors affecting the trade picture have been a reduction in the use of supplier credits and the other IMF recommended stabilization measures.

During the second quarter of 1966 there was a sharp cutback in the purchase of equipment goods. There was, however, a slight increase in the imports of energy, raw materials and semi-finished products to supply the growing requirements of Tunisia's nascent industrial plant.

Many imported consumer goods are being replaced by domestically manufactured or assembled items and exports have shown some improvement with the resumption of durum wheat sales and higher prices for citrus fruits. The market for phosphate rock has also continued to improve but declines were registered in superphosphate and hyperphosphate exports with the operation of new phosphoric fertilizer plants in Europe and competition from other foreign sources of supply.

These latter declines and a sluggish demand for olive oil have largely counterbalanced gains in other exports. Wine, once Tunisia's second export earner, has never recovered from the virtual closing of the French market in 1964 and a slight increase in wine exports in 1966 was accomplished by strenuous efforts to find new, although small, markets in other European and African countries.

France continues to be Tunisia's most important trading partner even though its relative position as purchaser and supplier has declined somewhat in the past two years. This downward trend is expected to be reversed with the reciprocal restoration of preferences for the balance of 1966 in the form of duty-free French quotas for a number of Tunisian products and the 20% to 100% reduction by Tunisia in the duty rates for a wide variety of French products.

The U.S. remains Tunisia's second largest supplier as a consequence of various forms of U.S. assistance. For the first half of 1966 imports from the U.S. totaled $21.2 million of which about $4 million represented commercial purchases, mainly of tobacco products, soybean oil and sulfur.

Exports to U.S. total $1.3 million

Tunisian exports to the U.S. totaled only $1.3 million, principally olive oil, superphosphates, rock salt and esparto grass pulp. With a substantial portion of a recent $15 million U.S. Agency for International Development program loan set aside for imports for the private sector, a potential market for U.S. exports is expected to develop as a wider variety of commodities is introduced into the Tunisian market.

Agency relationships with U.S. firms are beginning to grow, Tunisian businessmen are being sent to the U.S. to acquaint themselves with American products and a Department of Commerce trade & investment mission is scheduled to be in Tunis in November (INTERNATIONAL COMMERCE, June 20, 1966, p. 8).

The U.S. is continuing its substantial economic assistance to Tunisia but with increasing emphasis on self-help measures to improve the stabilization program, bolster agricultural production and strengthen the private enterprise. Consideration is currently being given to the possible financing of a new terminal at the Tunis-Carthage airport and a further expansion of phosphate mining opera-

tions as well as the rail transportation and port handling facilities at Sfax.

As a result of the stabilization program, no major government-financed project has been announced or initiated during the past six months. The Government is directing its attention to consolidating and improving the management and operations of existing plants.

Still, the rapid growth in manufacturing during the past three years and the completion of a number of projects late in 1965 and early 1966 have resulted in a new productive capacity, capable in many instances of meeting major domestic requirements.

Mineral production continues to climb slowly with phosphate rock output, which constitutes more than half of the total value of mineral production growing strongly in the first half of this year because of increasing world demand.

Exploitation of the El Borma field, the only known major petroleum field in Tunisia, started late in May and recoverable petroleum reserves are now estimated at close to 60 million tons (400 million barrels). There are currently 17 operating wells, which are expected to increase to 25 during the next twelve months.

Iron ore production is increasing slightly but no improvement is being registered in the production of lead and zinc.

This year's agricultural season will probably be one of the worst in Tunisia's history. The dry weather during the winter nearly wiped out the wheat and barley crops in central and southern Tunisia and resulted in only token yields. In the North, durum was saved by rains which began in March but which continued late in May and June, causing serious rust damage.

The net result of these adverse factors is that soft wheat and barley production is 50% and durum wheat 25% below normal.

Late in July an arrangement was worked out with French importers for the purchase of Tunisian wine which is expected to be followed by additional purchases later this year.

While the arrangement offers hope of some future wine sales to France, it still leaves Tunisia's wine industry with a long run marketing problem. Further steps to convert former vineyards to fruit trees are expected next year.

Foreign exchange receipts from tourism reached $17.5 million in 1965 and are expected to reach $26 million in 1966. This influx of capital and the employment the tourism provides has attracted capital for new projects.

Openings for U.S. exports seen in Italy for almost all products

American products hold own in 92 provinces; potential export markets sighted in new areas

With Italian imports increasing at a rate which could show a 15 to 20% rise in 1966, Italy offers renewed opportunity as an export market for U.S. manufacturers in almost all fields.

A recent study by the Italian Union of Chambers of Commerce of the foreign trade developments in 92 provinces gives definite evidence of the ability of U.S. products to hold their own in what was a generally declining import market. It also shows areas in Italy which are becoming new markets for imported goods.

The study covers $6.5 billion or 88% of the total 1965 imports shown in official Italian statistics. The U.S. share of the market is higher than of the total import market in official statistics—17% versus 13.5%. Taken broadly, the U.S. increased its share of the market covered in the survey by 0.2% in 1965 and while its portion of the northern Italian import market remained the same, its share of imports in central, southern and insular Italy expanded.

Outstanding increases of imports in Italy in 1965 took place in the provinces of Brindisi, Foggia and Lecce at the southeastern end of the country, roughly the area from the heel to the spur of the Italian boot, in the province of Caserta just to the north of Naples, in the provinces of Terni and Ascoli Pisceno in central Italy northeast of Rome and in the Valle di Aosta on the border with France.

These areas all showed an increase in the value of imports by over 100% compared with 1964.

Brindisi, Foggia and Lecce are part of the area in and around the developing southern industrial triangle. Brindisi's imports increased 395.2% in 1965 over 1964 to a total of $18.4 million. The U.S. share of Brindisi's import market rose at the same time from 20.3% to 24.9%.

Foggia and Lecce are much smaller markets. In Foggia, imports rose by 295.8% to $3.4 million while the U.S. share dropped from 5.5% to 4.1%. Lecce showed a 179.1% rise in imports in 1965 to $1.9 million and the share of U.S. goods rose from 14.3% to 64.8%.

U.S. EXPORTS ON INCREASE to Italy, according to a report by the Italian Union of Chambers of Commerce. In 1965, three provinces showed 100% increases in the value of imports compared with 1964. U.S. products appear popular in new market areas and continue to hold their own in major cities.

The three provinces belong to the region of Puglia, which also includes Bari and Taranto, the other two points in the industrial triangle being forged in southern Italy. In all, the entire region showed an increase of imports in 1965 of 100.8% to $54.1 million and the U.S. share rose from 9.9% to 14.1% of the market.

The province of Caserta, between the Apennines and the sea, reports that in 1965 its imports rose by 109.7% to $6.8 million and the U.S. share, already a strong 46.4% in 1964, increased to 49.3%.

Terni and Ascoli Pisceno are in the hills and mountains of the Apennine Range in central Italy. The increase in their imports was impressive with Terni showing a 225.8% increase and Ascoli Pisceno 120.2%. The U.S. share of Terni's imports of $2 million was 45.4% compared with only 4.4% the previous year. In Ascoli Pisceno the U.S. had 52.2% of the $4.7 million import market, up from the 14.6% of 1964.

While the percentage of the U.S. share of the import market in the Valle di Aosta nearly doubled between 1964 and 1965, it went only from 2.7% to 5.1%. The area's 1965 imports of $3 million were a 146.3% increase over 1964.

There is a great deal of significance in the increases in imports in these areas, especially in the developing regions of southern Italy. However, they form only a small part of the total Italian import market.

Even including the entire region of Puglia, the total imports of these areas amounted to $70.6 million, slightly over 1% of the value of all Italian imports in 1965. Brindisi, the largest of the individual provinces cited, was 34th in importing rank of the 92 provinces of Italy.

Milan, one of the larger markets, takes 31.24% of all imports in the value of $2,035.1 million. Add the second and third leading provinces, Genoa and Rome, and the total of the three is 50.30% or $3,277 million. By including seven more provinces (Turin, Naples, Ravenna, Florence, Bologna, Palermo and Padua) and making it the top ten, the totals rise to 68.54% of the market and $4,466.6 million.

In Milan, imports dropped 9.2% in 1965 and the U.S. share dipped from 13.2% to 12.3% of the Milanese import market. The drop in total Milanese imports and in the U.S. share can be traced to a large degree to the slowdown in investment activity.

The U.S. share of the import market in Genoa also slid somewhat, from 37.7% to 36.9% while the Province's imports rose 0.9% to $738.4 million. Of the remaining eight provinces in the top ten, the U.S. share dropped only in Turin where it fell from 20.1% to 16.6% of the $421 million market, which itself was down 8.4% from 1964.

In seven of the top ten importing provinces, the U.S. share of the import market increased. Of these seven provinces, four experienced moderate to heavy rises in imports in 1965.

Taken in order the U.S. share rose from 18.8% to 19.3% in Rome (imports increased 4.5% to $503.6 million), 37.2% to 41.3% in Ravenna (imports increased 62.8% to $153.4 million), 41.1% to 42.1% in Palermo (imports increased 12.9% to $99.7 million) and 6.6% to 19% in Padua (imports increased 42.9% to $93.2 million).

In the three remaining provinces, the U.S. took an increase share of a declining market. In Naples the U.S. share rose from 12.5% to 14.4% (imports down 3.3% to $173.8 million), in Florence it rose from 13.8% to 14.9% (imports down 2.7% to $140.3 million) and in Bologna the U.S. share increased from 12.6% to 14.9% (imports down 14.7% to $108.1 million).

Private U.S. funds invested in India reach $260 million

United Kingdom first in value of foreign private investments

U.S. private investment in India has been rising slowly and by the end of 1965 was estimated at about $260 million.

The United States ranks second after the United Kingdom in the value of foreign private investment in India, but its investment in India is only a small portion of total U.S. foreign investment.

A review of Government of India data on capital issues for the period from January 1961 through June 1965 shows that 125 U.S. firms invested almost $70 million in 115 projects. The Indian chemical industry provided the most interest for U.S. investors who put up $18.5 million in 28 ventures. Of these, five were in pharmaceuticals, four each in rubber and petrochemicals, and the rest in various fields.

Industrial equipment and machinery represented the second most significant industry for U.S. investment, with about $9.8 million invested in 21 ventures. Leading the list were six machine tool projects and three industrial refrigeration plants. Other investments were ventures in the manufacture of furnaces, materials handling equipment, elevators, textile machinery and packaging equipment.

Investments totaling $7.2 million in industrial materials and components projects was next in importance with 17 ventures (including the manufacture of chains, bearings, abrasives, and industrial fasteners), followed by metals at $6.1 million in 10 ventures (including three steel mills, three forging operations, two copper and brass producers, and one aluminum plant), and the electronics industry with $2.3 million in seven projects.

Most investments in agriculture

The balance of U.S. investment capital went into the food and agricultural industries, including fertilizer, food processing, seed production, and poultry raising; automotive industries; pulp and paper; glass; and in miscellaneous activities, including tourism, engineering consultancy, shipping, printing, and the manufacture of construction equipment, tape measures, and cement.

Of the 115 projects in which U.S. firms invested during the four and a half year period, 15 represented additional equity in existing projects.

The investments generally reflect India's economic development goals and are manufacturing enterprises in industries considered essential by the Government of India.

They have met the requirements set forth by that Government in its screening of all new investment which specify that the proposed venture will increase production in a priority industry, save foreign exchange by import substitution or earn it by export expansion, contribute to employment and advance technical skills of Indians.

Virtually all of the investments are joint ventures with private Indian companies.

Import certificate of origin not needed in Guatemala

The Guatemalan Government has eliminated a previous requirement that imports must bear a certificate of origin. The Government's action went into effect as of Aug. 5.

Mexico to improve national railways

Will purchase U.S. goods for various departments

A $10 million Alliance for Progress loan has been authorized by the Export-Import Bank to Nacional Financiera, S.A., the Mexican government credit institution. Proceeds of the loan will be used to modernize and rehabilitate the National Railways of Mexico.

Specific items to be purchased in the United States with Eximbank's loan include diesel locomotives, shop machinery, signaling and communications equipment, and other items for various departments of the National Railways. Selection of suppliers will be made by the Mexican National Railways.

The new loan is Eximbank's tenth for railway improvement in Mexico since 1956. Earlier loans financed Mexican purchases of U.S. equipment valued at $152 million, including $79 million for locomotives, $20 million for rolling stock, $5.7 million for shop equipment, and $7.6 million for communications facilities. Of this total of $152 million, $144.7 million has been disbursed, $65.9 million has been repaid, and the balance, some $69.6 million (less undisbursed amounts) is current with respect to repayment. In addition, four earlier Eximbank loans to the Mexican Railways, authorized between 1945 and 1951, have been repaid.

The new loan brings to some $1.5 billion the total amount authorized by Eximbank for loans, guarantees and insurance to enable U.S. exports to be sold in Mexico on deferred payment terms. The present loan is to be repaid in 20 semiannual installments, with interest on outstanding balances at the annual rate of six percent. The loan will be guaranteed by the Government of Mexico.

Commerce lifts quota controls on hides, skins and leathers

Secretary of Commerce John T. Connor has lifted the quota controls on exports of cattle hides, calf and kip skins and bovine leathers. In taking this action, the Secretary stated that the Department will maintain surveillance over the supply-demand situation.

Validated licenses will no longer be required for shipments of these commodities to any destination except Southern Rhodesia, Communist China, the Communist-controlled area of Viet Nam, North Korea and Cuba. Validated licenses still will be required for these areas for foreign policy reasons.

The quota controls were imposed on March 11 to reduce the inflationary impact of abnormal foreign demand.

The export licensing rescission is announced in Current Export Bulletin No. 942A, dated Nov. 7. Copies of the Bulletin are available for 25 cents in Room 6043, Department of Commerce Building, Washington, D.C. and any Department Field Office.

Singapore to expand its electrical power

Addition planned for thermal power station in Pasir Panjang

Singapore's Public Utilities Board (PUB) plans to expand its electrical power capacity with the addition of 120,000 kilowatts of generating capacity at the Pasir Panjang thermal power station, which will double the capacity of the plant.

The PUB's expansion program for 1966-67 also provides for the installation of 300,000 kilowatts of capacity, together with associated transmission and distribution facilities, costing the equivalent of about $87 million.

$10 million World Bank loan

A World Bank loan equivalent to $10 million will assist in financing the addition to the Pasir Panjang station. Total cost of the project is estimated at the equivalent of $13 million. Bids will be obtained on major items for the project on the basis of international competitive bidding.

The Bank loan will cover the foreign exchange requirements and the remaining costs will be met from local sources.

The loan will be for a term of 20 years and bear interest at the rate of 6% per annum. Amortization will begin in January 1968. The loan is guaranteed by the Republic of Singapore.

Pakistan currency sales made through U.S. agencies help balance of payments

U.S. citizens visiting or residing in Pakistan may purchase that country's currency, the Pakistani rupee, from the United States Embassy and Consulates in Pakistan. Sales will be made at the official rate of exchange, and no conversion fees will be charged.

U.S.-owned foreign currencies are now being sold to American tourists, businessmen and residents in seven countries. The others are Ceylon, Guinea, India, Israel, Tunisia and the U.A.R. (Egypt).

Purchases of the currencies of these countries owned by the U.S. Government relieve strain on the United States balance of payments by reducing the flow of dollars from U.S. to foreign hands. The United States Government, therefore, urges Americans to take advantage of these arrangements.

In Pakistan, Pakistani rupees owned by the U.S. Government may be purchased at the United States Embassy in Rawalpindi, the Embassy Branch Office in Karachi, and at the American Consulates in Dacca, Lahore, and Peshawar, in exchange for United States currency, personal checks drawn on a bank in the United States or for United States travelers checks. Purchasers must present their passports for identification.

Japanese edition of customs hints available on request

U.S. companies with Japanese agents, distributors and other affiliates are being advised that a Japanese language edition of *Customs Hints for Nonresidents*, the first in that language, has been published by the U.S. Bureau of Customs.

The issuance of the Japanese language edition is in keeping with U.S. policy of encouraging foreign visitors to the United States, thereby helping to redress the imbalance of payments. The publication provides information for nonresidents on exemptions, articles prohibited or restricted, gifts sent or accompanying them, etc.

This edition will be available without charge to Japanese planning to visit the United States on request from the U.S. Customs Representative at the American Embassy in Tokyo, or U.S. Consulates in Japan.

India revises its licensing policy

Copies of industrial listings available as guide lines

India has revised its industrial licensing policy covering the period from September 1966 to March 1967. The revision reflects the results of a biannual government review of different industries' ability to meet both domestic and export demands.

The core of the policy consists of two industry listings. Under the first (merit) list of 99 industrial classifications, applications for licenses are considered on their individual merits. The (banned) list sets forth 215 industrial classifications where applications for industrial licenses will "ordinarily be rejected without reference to the Licensing Committee."

Both lists are essentially guide lines; applications for industrial licenses for products not appearing on the merit list will be considered if local manufacture of the products involved will contribute significantly to the earning of foreign exchange through increased exports, import substitution, or more efficient utilization of indigenous raw materials.

For copies of the lists, **write:** Near East-South Asia Division, Office of International Regional Economics, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Switzerland eases credit controls in some areas

The Swiss Federal Council announced on Oct. 14 a further modification of the controls on foreign capital under the Credit Decree of March 1964. Henceforth, foreign purchases of Swiss equity securities, investment trust shares, and mortgages will be permitted.

Previous relaxations of the regulations allowed foreign purchases of bond issues of mortgage financing institutions, domestic bond issues and medium-term certificates of deposit (bank bonds).

The principal remaining restrictions on foreign money under the Credit Decree are the prohibition of interest payments on foreign deposits over 20,000 francs (approximately $4,654) and the requirement that banks reinvest abroad net increases in foreign investments.

The separate regulations of March 1963 restricting purchases of real estate by non-Swiss individuals and corporations also remains in effect.

OBR 64-143 of December 1964, *Establishing a Business in Switzerland*, should be corrected to reflect these changes.

Austrian communities invest heavily in tourism facilities

Austrian communities will spend about $100 million in the next two years on tourism investments to provide new attractions for winter and summer visitors. Of the 3,828 tourist communities in Austria, 1,500 have come up with 5,000 concrete projects which will cost an additional $23 million.

Facilities planned for summer tourists call for an investment of about $60 million, of which $38.6 million will be spent on swimming pools. The remainder will be used for tennis courts, golf courses, playgrounds, hiking trails, walks, parks, spas and exterior lighting.

New ski tows and ski runs, 9 cable railways and 79 chair lifts will be provided at a cost of about $35 million.

Projected communal investment is highest in the Province of Tyrol ($27 million) followed by the Provinces of Carinthia ($21 million), Salzburg ($20 million), Lower Austria ($19 million), Styria ($14 million), Upper Austria ($8 million), Vorarlberg ($6 million) and Burgenland ($5 million).

The Austrian tourist industry is comprised of some 50,000 commercial establishments which invest about $58 million a year in new and remodeled facilities. Two-thirds of this investment is financed through banks while one-third comes from self-financing. In the period from 1962 to 1965, the bank debt of the tourist industry grew 161% to approximately $139 million, a much higher rate than in other industries in the economy.

Peru suspends certification

The Peruvian Government has suspended indefinitely the requirement that all commercial invoices covering shipments to Peru must bear consular certification. This went into effect Oct. 18 and supersedes an announcement in INTERNATIONAL COMMERCE, Oct. 17, p. 10.

Ecuador reduces prior import deposit

Rate falls from 50% to 25%

Ecuador has reduced from 50% to 25% the prior import deposit on List I (essential) imports which are externally financed for periods of from 180 days to one year.

The current applicability of deposits and surcharges generally levied on imports is as follows: prior import deposit on c.i.f. value=List I, 50% (25% when externally financed for periods of from 180 days to one year, and exempt when externally financed for periods of one year or longer); List II-semi-essential portion, 70%-luxury and domestically-produced portion, 140%; prior deposit on import duties=List I, 10%; List II, 45%; monetary stabilization surcharge on c.i.f. value=List I, 10%; List II, 20%; additional surcharge on c.i.f. value=List II, luxury and domestically-produced portion, 10% and 15%, respectively, for two selective sub-lists. The surcharges are levied on LAFTA concession items in addition to the surcharges incorporated in the schedule of LAFTA concessions.

This summary supersedes the article in INTERNATIONAL COMMERCE, Oct. 31, p. 22. This information should be incorporated in the Customs Surcharges and Prior Import Deposits sections of OBR 66-43, *Foreign Trade Regulations of Ecuador*.

Indonesia's revised foreign exchange rules clarified

The trade and exchange regulations revised by Indonesia (INTERNATIONAL COMMERCE, Nov. 7, p. 25) regarding imports should include the following information:

Imports may now be made with (1) exchange obtained from the government's Foreign Exchange Fund at rates announced periodically by the central bank, Bank Negara Indonesia, which will approximate the prevailing free market rate for export bonuses; (2) with export bonuses (BE's); (3) with automatic provincial foreign exchange allocations (ADO's); and (4) for the time being, with DPA, or complementary foreign exchange.

AID offers new index to its catalog of 1,600 overseas investment studies

Potential U.S. investors in less developed countries can get free copies of Index; catalog now costs half its former price

The Agency for International Development (AID) has published a completely revised edition of its Index to the *Catalog of Investment Information and Opportunities*. Both the Index and the Catalog contain refinements which will offer maximum guidance to potential U.S. investors in less developed countries. The complete Catalog now costs $125, half of its former price; the Index is available upon request.

Businessmen interested in trade and investment in the less developed countries can obtain a wealth of information from the Catalog system. The reports available range from specific joint venture proposals to one line of industry and to broader studies covering several industries, the investment climate, growth of the economy and national development planning. In this respect, an Index to the Catalog is of value to any firm or businessman engaged in or contemplating business transactions in the less developed countries.

Using the Index

Basic component of the Catalog system is about 1,600 microfilmed copies of industrial feasibility and economic studies in less developed countries. AID has had the principal data abstracted from each study and printed on 8 x 10½" cards. The *Catalog of Investment Information and Opportunities* comprises a full set of these abstract cards. Purchasers of the Catalog will receive additional abstract cards covering newly acquired reports at no extra charge for a year from purchase date and may renew this service annually for $50.

The Index to the Catalog is the key to the system and helps the potential investor locate his field of interest by either country or commodity. In addition to a descriptive title of the study and the name of the country involved, the Index gives the date of the study, the Standard Industrial Classification number of the industry involved, an identification number for ordering purposes, the price for a hard copy of the complete study or a microfiche copy. Prices are based on reproduction costs from the microfilm masters and vary according to the number of pages.

The Catalog is a dynamic system, constantly being updated. As new studies are received, they are abstracted; the abstract cards are added to the Catalog. Supplements listing the additions are issued to Index users. Conversely, as firms invest in industries covered by studies, abstracts of these are removed from the Catalog, unless applicable to development of related industries. The Index is revised by the periodic issuance of deletion notices. The new November 1966 Index is the fifth edition since May 1964 and includes all additions and deletions made since that date of origin.

Write: Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C., 20523, or contact any of Commerce's 42 Field Offices. Complete Catalogs of abstract cards can be examined at each Field Office and in Washington, D.C. at the Office of International Investment in the Department of Commerce and at AID's Office of Development Finance and Private Enterprise.

MARINE MACHINERY

A French firm, specializing in the manufacture of general marine machinery seeks a license to produce marine hoists, handling machinery and automatic mooring winches.

The Le Havre company has approximately 50 employees.

Write: Duche Fenestre & Cie, S.A., 63 rue Francois Mazeline, 76, Le Havre, France. WTD.

PAINTS

A Spanish paint manufacturer seeks a license to produce paints for industrial use.

Write: Industrias EGA, S.A., Los Herran, 47, Vitoria, Spain. WTD.

French firm seeks license to make castings, weldings

A French steel castings producer seeks a license to manufacture and distribute throughout Europe all kinds of heavy duty parts made of high grade steel castings and weldings, including those of stainless, refractory and abrasion-resistant steels.

The firm manufactures high grade steel castings such as wheels, wheel rollers and miscellaneous industrial, automotive, public works equipment components and railway switches and also electrical branching equipment for miscellaneous transportation, handling and hoisting units.

It is a supplier to French and foreign railway companies and mines and produces special mobile welding equipment for rails.

The company owns and operates a plant and offices in the Paris area with a labor force estimated at 600 employees. Its annual sales are said to be in excess of $6 million.

An executive of the firm will visit the United States at the end of this year and will investigate any serious proposals resulting from this announcement.

Interested U.S. firms should **write:** S. A. Acieries de Gennevilliers, 119 Avenue Louis Roche, 92 Gennevilliers, France, Attn: Mr. Trouillard. WTD.

PHARMACEUTICALS

A French manufacturer and exporter of medicines and pharmaceutical specialties, including vitamins, aspirin and medicinal soap, seeks a license to produce newly developed U.S. pharmaceuticals.

The French firm has annual sales of around $4 million and employs 250, plus 30 traveling salesmen. Reports indicate the firm's volume of business is expanding.

Write: Laboratoires Paul Metadier, S.A., 21, rue Clocheville, 37, Tours, France. WTD.

CIGAR SPECIALTIES

A well established German manufacturer of cigars and other products seeks a licensing arrangement with a U.S. firm to produce cigar specialties. The company, established in 1919, has approximately 200 employees.

Write: A. Neumann KG, 18 Lindenstrasse, 6143 Lorsch/Hessen, Germany. WTD.

Tunisian proposes hotel joint venture

Feasibility study available for potential U.S. investors

A joint venture to construct a hotel near Tunis is proposed by a Tunisian businessman who operates a restaurant adjacent to the site of the planned new facility.

A feasibility study on the proposed hotel, prepared by the Industry Division of the Agency for International Development at Tunis, contains information on construction and utility costs, operating expenses, furniture costs, marketing data, price comparisons of other hotels, wage rates and Tunisian investment incentives and tax rates. Estimated profit and loss at various occupancy levels is also shown.

Site of the proposed facility is reported to be one of the best in the greater Tunis area. It is located at Sidi Bou Said, only a few minutes from Tunis proper, the ancient ruins of Carthage and the Tunis-Carthage International Airport. The 30 to 50 room hotel would be built along a hill above the existing restaurant and would overlook the Bay of Tunis and a marina which is now under construction.

To obtain further details and a copy of the feasibility study "An Investment Opportunity in a Mediterranean Hotel in Tunisia, North Africa," **write:** Andre Slah Othman, Avenue President Kennedy, Sidi Bou Said—Plage, Sidi Bou Said, Tunisia. WTD.

ALUMINUM DOORS

An Auckland firm, specializing in the production of aluminum doors and windows, seeks a licensing arrangement with a U.S. firm to make related products for the New Zealand market.

Established in 1963, the Auckland firm has approximately 32 employees and sells its products principally to builders and construction companies.

Write: Mack Aluminum Products Ltd., P.O. Box 3179, Auckland, New Zealand. Attn: A. W. Mack, Managing Director. WTD.

PLASTIC PRODUCTS

A German firm with significant tool manufacturing operations seeks a license to make plastic household and kitchen products, toys and packaging materials, including parts manufactured by injection molding with each unit not exceeding 14 ounces in weight.

The German firm claims there is a continuous demand for these products and limited competition in this field.

Write: Willi Haller, Werkzeugbau, 7631 Sulz/Schwarzwald, West Germany. WTD.

License sought by Norwegian transportation seating firm

An Oslo manufacturer of transportation seating for buses, airplanes and railroad cars as well as steel furniture for offices and hospitals seeks a license to produce light weight seating of advanced design. The company was established in 1932 and has supplied seating to the Scandinavian Airlines System and other airlines, the Norwegian State Railroads and North Sea and English Channel ferries.

The firm's 70,000 square foot plant, located in the central industrial area of Oslo, is fully equipped for the production of light weight chairs. Adequately trained labor is available and the Oslo company claims it has the capacity for expanded production.

Interested U.S. furniture manufacturers should **write:** Romo Fabrikker A/S, 102 Sandakerveien, Oslo. WTD.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

French producer of control instruments seeks license

A Paris producer of a wide range of control instruments seeks a license to manufacture measuring, controlling and regulating devices related to temperature, moisture content or pressure.

The French firm produces such control instruments as thermometers, temperature recorders and controllers, pressure gauges and pressurestats for all segments of industry and also special instruments for aircraft and atomic industries.

Established in 1874, the Paris firm has annual sales of $2.5 million and approximately 250 employees.

An executive of the French company plans to visit the United States in the near future to investigate any serious proposals made by U.S. firms in response to this announcement.

For additional information interested U.S. firms should **write:** S. A. Jules Richard, 25 rue Melingue, Paris 19e, France. WTD.

Investment opportunities in Pakistan's industries listed in 12-page pamphlet

Investment opportunities exist in West Pakistan for widely divergent industries such as aluminum window and door screens, eggs and poultry, rice milling, wheat milling, woolen yarn spinning, textile machinery aprons and cots, worsted textiles and small steel springs according to the Industrial Development Bank of Pakistan.

The Bank has briefly summarized the facts concerning each of these opportunities in a 12-page mimeographed pamphlet *Investment Opportunities in West Pakistan.*

To obtain a copy of the pamphlet **write:** Industrial Development Bank of Pakistan, Khandawalla Bldg., Garden Rd., Karachi, Pakistan.

SEALING CEMENT

A Rotterdam manufacturer of sealing cements and fillers for the construction industry seeks to make these products under a licensing arrangement with a U.S. firm. The Dutch company is particularly interested in manufacturing semi-finished or finished plastic and elastic sealers and fillers.

Established in 1957, the company has approximately 25 employees.

Write: Firma W. J. de Koning, 359 Rochussenstraat, Rotterdam, Netherlands. WTD.

World Trade Opportunities

Turkey invites U.S. firms to participate in NATO project

The Ministry of Public Works has invited U.S. firms certified eligible to participate in NATO to bid for a construction project calling for paving of 3,600² meters, 147,000² meters and buildings totaling 650² meters as well as miscellaneous electrical and P.O.L. installations as detailed in the official notification.

U.S. certified firms are requested to express their interest in this project (which is classified NATO-Secret) before Nov. 21. Those firms desiring to participate should submit their statements of interest and fully completed Turkish Government questionnaire to the Bayinderlik Bankanligi, Hava Meydanlari ve Akaryakit Tesisleri Insaat Reisligi, Ataturk Bulvari No. 140, Kavaklidere, Ankara, Turkey. (This is the Airports and P.O.L. Installations Construction Department, organized under the Ministry of Public Works.)

A copy of the invitation to bid and the specially designated Turkish Government questionnaire is available gratis from the U.S. Department of Commerce's Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. Those firms not already certified may write or call the Staff (Telephone: 202-WO 7-4674) to obtain their copy of a fully descriptive brochure entitled, "Doing Business With NATO, How U.S. Companies Can Participate."

Burma asks bids on ferroalloys and refractory material

The General Manager Steel Mill, Ywama, Insein, has issued invitation No. Q/6/SM-RAW/4/3, with a deadline of Nov. 30, for bids on 30 tons of ferromanganese, ten tons ferrosilicon and 200 tons of dead burned magnesite. A copy of the tender and specifications is available on a loan basis to firms located in the United States, from the Iron & Steel Division, BDSA-642, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4685).

Syrian Railways to purchase single side band transceivers

The Director General of the Syrian Railways has issued Tender No. 7923, for fixed and mobile transceivers.

Bid deadline is Dec. 1.

Bid should offer three single side-band transceivers, frequency range 1.5 to 20 MC, output 100-200 watts, power 117-220 volts, 50 cycles. Two generators, gas engine, to supply single phase AC power. Four mobile single side-band transceivers, 50 watts, to operate on 12-volt DC supply, all transceivers complete with antennas and two years spare parts.

Copies of tender announcement and specifications are available from the Syrian Railways, Construction Dept., Inquiry No. 28, P.O. Box 1565, Aleppo, Syrian Arab Republic, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

NATO wants bids for cables and connectors in Italy

An invitation to bid for a variety of cables and connectors has been invited by the Director, NATO Saclant ASW Research Centre at La Spezia, Italy. U.S. firms certified eligible to participate in NATO International Competitive Bidding are invited to submit their bids to this agency at Viale San Bartolomeo 92, La Spezia, Italy, not later than Nov. 30.

A copy of the Request For Quotation No. AC/4243/BR is available on five-day loan from the U.S. Department of Commerce's Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. U.S. firms not already certified should write or call the Staff (Telephone: 202-WO 7-4674) for information.

Deadline for diesel locomotives extended by Iraqi Railway

The Iraqi Republican Railway Services, Ministry of Communications, Baghdad, Iraq, has extended the bid deadline for the supply of 24 diesel locomotives for standard gauge line from Oct. 31 to Dec. 19. Tender No. IRRS/G/IT/38/66. (INTERNATIONAL COMMERCE, Aug. 15, p. 25).

Tunisia extends bid deadline for telegraph equipment

The Secretariat of State for Post Telegraph and Telephone has extended the bid deadline for telegraphic switching equipment from Oct. 31 to Nov. 30. (INTERNATIONAL COMMERCE, Aug. 22, p. 32).

Iraq extends deadline for air-conditioning equipment

The Directorate General of Buildings, Main Buildings Projects Section, Ministry of Municipalities and Works, Salhiya, Baghdad, has extended the bid deadline for the supply of electrical air-conditioning and lift works for a four-story building, from Nov. 1 to Jan. 3, 1967. (INTERNATIONAL COMMERCE, Sept. 26, p. 26).

India extends deadline on lathe

The Directorate General of Supplies and Disposals, Parliament St., New Delhi, has extended the bid deadline from Oct. 25 to Nov. 25 for a heavy-duty wheel turning lathe. Tender No. 505/15/069/21.7.66. INTERNATIONAL COMMERCE, Oct. 3, p. 43).

Colombia to buy equipment for a bulk sugar pier

The Puertos de Colombia, Departamento Commercial, Carrera 10, No. 15-22, Oficina 902, Bogota, has issued Tender No. 19-BID, for the supply and installation of equipment, materials, and labor of a bulk sugar pier at the Maritime Terminal of Buenaventura.

The project consists of:

- unloading of bulk sugar from railroad cars (200 metric tons per hour),
- unloading of bulk sugar from trucks (200 metric tons per hour),
- storage of bulk sugar (20,000 metric tons),
- bulk sugar conveyors (600 metric tons per hour),
- loading of bulk sugar on boats (600 metric tons per hour).

Bid deadline is Nov. 25.

Specifications are available from the Puertos de Colombia for $50.

Iraq extends deadline for railroad equipment

The Iraqi Republican Railway Services, Ministry of Communications, Baghdad, Iraq, has extended the bid deadline for the supply of three 2-rail cars train sets for standard gauge from Nov. 21 to Jan. 23. Tender No. IRRS/G/IT/39/66. (INTERNATIONAL COMMERCE Oct. 3, p. 46).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 15427 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 309 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 8102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-3864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

World Trade Opportunities Continued to page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

GERMANY—Grass and clover seeds. Requests price quotations c.i.f. European ports. Requests replies in German. Feldsaaten S. Freudenberger OHG (importer, wholesaler, exporter), Postfach 104 or 5 Hochstadenstrasse, 415 Krefeld-Uerdingen. WTD 10/24/66.

082 Forest nurseries, tree seed gathering, extracting

GERMANY—Tree seeds for reforestation, seeds for ornamental trees and shrubs. Ch. Geigle Nachf. G.m.b.H. (nursery, exporter), 7270 Nagold, Herrenbergerstrasse 54. WTD 10/25/66.

145 Clay, ceramic, refractory minerals

SPAIN—Bentonite, especially Wyoming bentonite. S.A. Ylarduya y Cia. (importer, dealer), 3 Conde de Aresti, Bilbao. WTD 11/10/65.

202 Dairy products

SPAIN—Milk, cream, cheese, butter. Requests replies in Spanish. Industrial Quesera Espanola S.A. (importer, exporter, wholesaler), Espronceda 22, Madrid (3). WTD in preparation.

SUDAN—Quality 'A': Fullcream milk powder, spray, 26% butterfat content; quality 'B': Skimmed milk powder, spray, 1% butterfat content. Above two qualities must be offered packed in lithographed tins of 8 oz. and 12 oz. net weight; export packing should be 24 tins of 12 oz. and 36 tins of 8 oz. per strong export carton. To be quoted per export carton, c.i.f. Port Sudan in British Pound Sterling and inclusive of 5% return commission. Eust C. Gounorapolous (importer), P.O. Box 600, Khartoum. WTD 3/28/66.

203 Canning, preserving foods

AUSTRALIA—Frozen meals and frozen food specialties. Fortune Overseas Ltd. (importers, wholesalers, manufacturers), Daking House, Rawson Place, Sydney, N.S.W. WTD 10/20/66.

Grocery specialty items in domestic packs, including special fruit juices, jams, and desserts. Direct purchase and agency. Chippendale Foods (importer, wholesaler), P.O. Box 63, Chippendale, N.S.W. WTD 10/26/66.

FRANCE—Dried prunes from California. Direct purchase and agency. Societe Georges Sicard & Cie (importer, exporter, dealer, commission merchant), 67, Avenue Pierre Puget, Marseille, 6eme. (13). WTD in preparation.

ITALY—Concentrated orange, grapefruit, lime, and pineapple juices for re-export to European countries. Direct purchase and agency. Esportazione Siciliana del Dr. Moise Schaechter (importer, exporter, manufacturer), Complesso Darifarma, Villaggio Annunziata, Messina. WTD 10/18/66.

KUWAIT—Preserved fruits, vegetables and sauces. Abdulla & Hamood al-Jassar (importer, retailer, wholesaler), P.O. Box 213, Kuwait. WTD 10/17/66.

NIGERIA—Canned and frozen food products. Bhojsons Stores (importer, retailer, wholesaler), 4-6 Denton St., P.O. Box 63, Ebute-Metta, Lagos. WTD 3/3/65.

207 Confectionery

NETHERLANDS—Sugar and chocolate confectionery, all kinds. Direct purchase or agency. Pervasco N.V. (importer, wholesaler), 64 Julianalaan, Roermond. WTD 10/18/66.

209 Food preparations

GERMANY—Oil cakes extraction. Requests price quotations c.i.f. European ports. Requests replies in German. Leon. Geyr (manufacturer, importer, exporter), Postfach 427, 404 Neuss/Rh. WTD 10/24/66.

ITALY—Sweet-orange essential oil for re-export to European countries. Direct purchase and agency. Esportazione Siciliana del Dr. Moise Schaechter (importer, exporter, manufacturer). Complesso Darifarma, Villaggio Annunziata, Messina. WTD 10/18/66.

220 Textile mill products

GERMANY—Baby outfit and baby wear novelties. Requests price quotations c.i.f. Hamburg or Bremen. Elsaessische Baumwollmanufaktur Wahl & Baum (manufacturer. exporter), 57 Talstrasse, 4 Duesseldorf. WTD 10/21/66.

221 Broad woven fabric mills, cotton

FRANCE—Bed covers, tablecloths, blankets, sheetings. Direct purchase and agency. Requests replies in French or German. E. & R. Ach (importing wholesaler). 19 Rue du Marais-Vert, 67 Strasbourg. WTD 10/20/66.

IVORY COAST—Textiles. Requests replies in French. Monsieur Jean-Jacques Celant, B.P. 20427, Abidjan. WTD 10/10/66.

NIGERIA—Textiles. Bhojsons Stores (importer, retailer, wholesaler), 4-6 Denton St., P.O. Box 63, Ebute-Metta, Lagos. WTD 3/31/65.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Bed quilts. Direct purchase and agency. Requests replies in French or German. E. & R. Ach (importing wholesaler), 19 Rue du Marais-Vert, 67 Strasbourg. WTD 10/20/66.

223 Broad woven fabric mills, wool

FRANCE—Bed blankets and upholstery fabrics. Direct purchase and agency. Requests replies in French or German. E. & R. Ach (importing wholesaler), 19 Rue du Marais-Vert, 67 Strasbourg. WTD 10/20/66.

227 Floor covering mills, products

AUSTRALIA—All types floor coverings including rugs, mats, carpets, bathmats made of woven textile yarn and manmade fibers. Direct purchase and agency. E. R. Charman & Co. Ltd. (importer, wholesaler), 567-569 Spencer St., West Melbourne, Victoria. WTD 9/30/66.

BUYERS

Mexican

BUYERS

Thousands of

BUYERS

Names of

BUYERS

Addresses of

BUYERS

For more information about

BUYERS

See page 15 in this issue

228 Yarn, thread mills, products

SWEDEN—Glass fibre drapery fabrics, *only* in Beta fibre, or better, width 59" or more. AB Marks Jacquardvaveri (importer, exporter, manufacturer), Bjorketorp. WTD 12/15/65.

231 Men's, youths', boys' suits, coats, overcoats

ETHIOPIA—Miscellaneous clothing. Taye Tefera (retailer), P.O. Box 54, Addis Ababa. WTD in preparation.

NIGERIA—Men's ready-to-wear apparel. Bhojsons Stores (importer, retailer, wholesaler), 4-6 Denton St., P.O. Box 63, Ebute-Metta, Lagos. WTD 3/31/65.

232 Men's, youths', boys' furnishings, work clothing

ETHIOPIA—Miscellaneous clothing. Taye Tefera (retailer), P.O. Box 54, Addis Ababa. WTD in preparation.

233 Women's, misses', juniors' outerwear

ETHIOPIA—Miscellaneous clothing. Taye Tefera (retailer), P.O. Box 54, Addis Ababa. WTD in preparation.

NIGERIA—Ladies' and children's ready-to-wear apparel. Bhojsons Stores (importer, retailer, wholesaler), 4-6 Denton St., P.O. Box 63, Ebute-Metta, Lagos. WTD 3/31/65.

234 Women's, misses', children's, infants' undergarments

ETHIOPIA—Miscellaneous clothing. Taye Tefera (retailer), P.O. Box 54, Addis Ababa. WTD in preparation.

GERMANY—Fashionable lingerie. Requests replies with price quotations c.i.f. German or Dutch ports. Irmgard Abels (importer, distributor), 65 An St. Swidbert, 4 Duesseldorf-Kaiserswerth. WTD 10/21/66.

236 Girls', children's, infants' outerwear

ETHIOPIA—Miscellaneous clothing. Taye Tefera (retailer), P.O. Box 54, Addis Ababa. WTD in preparation.

237 Fur goods

ETHIOPIA—Miscellaneous clothing. Taye Tefera (retailer), P.O. Box 54, Addis Ababa. WTD in preparation.

238 Apparel, accessories

ETHIOPIA—Miscellaneous clothing. Taye Tefera (retailer), P.O. Box 54, Addis Ababa. WTD in preparation.

239 Fabricated textile products

ETHIOPIA—Large tents, to house wedding receptions and similar gatherings. Abba Bora M. Beshir (importer), P.O. Box 1303, Addis Ababa. WTD in preparation.

FRANCE—Bed sheets, towels, napkins, tablecloths. Direct purchase and agency. Requests replies in French or German. E. & R. Ach (importing wholesaler), 19 Rue du Marais-Vert, 67 Strasbourg. WTD 10/20/66.

244 Wooden containers

ITALY—Secondhand chestnut oak barrels to be used to store citrus fruit derivatives. Esportazione Siciliana del Dr. Moise Schaechter (importer, exporter, manufacturer), Complesso Darifarma, Villaggio Annunziata, Messina. WTD 10/18/66.

262 Paper mills, products

MOROCCO—Paper, wrapping, kraft, diphenyl processed for use in citrus packaging industry. Direct purchase and agency. Quotations Casablanca. Requests replies in French. Seppic-Maroc (importer, agent), 100, Boulevard de Grande Ceinture, Casablanca. WTD 10/14/66.

264 Converted paper, paperboard products

MALAYSIA—Tissue and toilet papers. Direct purchase and agency. Swee Hock Chan Limited (importer, wholesaler), 18 Tye Sin St., P.O. Box 900, Penang. WTD 10/18/66.

SWEDEN—Plastic films for packaging; new lines, ideas for packaging industry. Direct purchase and agency. Oscar E. Svensson & Co. (importer, sales agent), Kungsgatan 55, Stockholm. WTD 10/20/66.

281 Industrial chemicals

AUSTRALIA—Industrial organic and inorganic chemicals. Direct purchase and agency. Brett Watts & Co. (importer, exporter), 14 Royal Ave., Heathmont, Victoria. WTD 9/23/66.

SWEDEN—Industrial chemicals for rubber and paint industries. Direct purchase and agency. G. & L. Beijer AB (wholesaler, agent), Norra Vallgatan 70, Malmo. WTD 10/27/66.

TAIWAN—Industrial chemicals for manufacturing synthetic detergents, PVC, rubber, paint and colors. Requests literature, samples and price c.i.f. Kaohsiung. Yie Bin Trading Co., Ltd. (importer), 286 Wu Fu 4th Rd., Kaohsiung. WTD in preparation.

282 Synthetic materials

AUSTRIA—Polystyrene, polyethylene. "Expan" Dkfm. Ing. Ernst Feichtinger, Chem. Fabrik u.Plastikwerk (manufacturer, importer, exporter, Villacherstrasse 105, A-9010 Klagenfurt. WTD 3/29/66.

MEXICO—Cellophane wrappers for cigars. Fabrica de Puros "El Aroma", A. Zapata Villa C. (owner, manufacturer), Calle Venustiano Carranza No. 11-P.O. Box 28, San Andres Tuxtla, Ver. WTD 10/19/66.

SPAIN—Plastic resins such as polystyrene, polythene, polypropylene, P.V.C. Plasticos Ta-Tay, S.A. (manufacturer, wholesaler, importer, exporter), Gomis 30-32, Barcelona 6. WTD 10/24/66.

SWEDEN—Plastic raw materials. Direct purchase and agency. G. & L. Beijer AB (wholesaler, agent), Norra Vallgatan 70, Malmo. WTD 10/27/66.

283 Drugs

NIGERIA—Analgesics, antiasthmatics, antibiotics, antimalarials, antipyretics, antispasmodics, cosmetics, hypertensive and hypoten-

sive agents, steroids, sulphonamides, general chemotherapeutic agents and vitamins. Bulk quantities of galenical, antiseptics and disinfectants. Direct purchase and agency. Ideal Chemists & Pacific Company Limited (importer, exporter, wholesaler, retailer), 5 Arochukwu Street, P.O. Box 680, Ogbette, Enugu. WTD 10/20/66.

SWEDEN—Pharmaceutical chemicals. Direct purchase and agency. Frazer International (Scandinavia) AB (importer, wholesaler, sales agent), Boforsgatan 3, Farsta. WTD 5/7/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FINLAND—Cosmetics and other toilet preparations, such as creams, shampoos, soap. Requests full details, price lists, terms. Direct purchase and agency. Oy Tampereen Rohdos Ab (importer, manufacturer, exporter, agent), Div. TAM-KOS Oy, Vihdintie, Helsinki 39. WTD 11/26/65.

MALAYSIA—Detergent powder and hair cream in bulk for repacking. Direct purchase and agency. Swee Hock Chan Ltd. (importer, wholesaler), 18 Tye Sin St., P.O. Box 900, Penang. WTD 10/18/66.

285 Paints, varnishes, lacquers, enamels

AUSTRIA—Protective coatings for use by building industry. Direct purchase and agency. Weka-Handelsgesellschaft m.b.H. (importer, manufacturer's representative), Getreidegasse 21, A-5020 Salzburg. WTD 10/17/66.

SPAIN—Varnishes to be used exclusively for covering highly polished brass and chrome door handles and knobs. Union Cerrajera, S.A. (manufacturer), Avenida Viteri, 16, Mondragon, Guipuzcoa. WTD 7/1/66.

287 Agricultural chemicals

● **GREECE**—Diazinon, 60% W/W, 20,000 litres (5,277 gals.). Tender No. 9780/3311, bid deadline Dec. 2. National Tobacco Board, 9 Amerikis St., Athens.★ (Telephone: 202-WO 7-3910).

● Lead arsenate, W.P., 10 m.t.; Captan®, 50% W.P., 80 m.t.; Chlorobenzilate®, 25% E.C., 3 m.t.; Dowpon®, 74% water soluble powder, sodium salt, 2 m.t.; Diazinon®, 60% E.C., 5 m.t.; dimethoate, 40% E.C., 25 m.t.; sulfur, wettable, 50 m.t.; summer oil emulsion, 250 m.t.; dicofol, 42% E.C., 10 m.t.; Karathane®, 22.5% W.P., 2 m.t.; Kilval®, 40% E.C., 2 m.t.; 2,4-D and 2,4,5-T ester mixture, 2 m.t.; maneb, 70% W.P., 3 m.t.; Metasystox®, 50% E.C., 12 m.t.; Phosdrin®, 10% E.C., 5 m.t.; parathion, 20% E.C., 250 m.t.; propanyl, 36% E.C., 70 m.t.; tetradifon, 8% E.C., 2 m.t.; parachlorophenoxy acetic acid, 5% solution, 5 m.t.; plant rooting hormone, 50 kgs. Tender No. 1964, bid deadline Dec. 9. Agricultural Bank of Greece, Supply Services, Supply Section, 12-14 Karageorgi Servias St., Athens 125.★ (Telephone: 202-WO 7-3910).

● **IRAN**—Maneb, 80%, 50 tons; bid deadline January 8, 1967. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3910).

TAIWAN—Dithane M-45, M-22 and Z-78, Kelthane AP and Karthane. Requests literature, samples and price c.i.f. Kaohsiung. Yie Bin Trading Co., Ltd. (importer), 286 Wu Fu 4th Rd., Kaohsiung. WTD in preparation.

289 Chemical products

AUSTRIA—Waterproofing and other chemical compounds for use by building industry. Direct purchase and agency. Weka-Handelsgesellschaft m.b.H. (importer, manufacturer's representative), Getreidegasse 21, A-5020 Salzburg. WTD 10/17/66.

291 Petroleum refining

● **KOREA**—Lubricating oils and greases for Korean National Railroad. Estimated quantity, 1,987,000 (LTR) oils and 7,400 (KG) greases. Tender No. KFX-6183-N, bid deadline Nov. 17. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2355).

295 Paving, roofing materials

AUSTRIA—Roof coatings. Direct purchase and agency. Weka-Handelsgesellschaft m.b.H. (importer, manufacturer's representative), Getreidegasse 21, A-5020 Salzburg. WTD 10/17/66.

● **BURMA**—Quotations for supply of stores on 500 drums "Qolas" Bitumen Emulsion 55% (40/45 gal. capacity); 100 drums Bitumen 80/100; 50 drums Bocomac R. 85/25; 380 gal. Flintkote Type 7 Emulsion, 10 x 40 imp. gallon drum (each containing 38 I.G.). Stores Demand No. SYM/F/REV/0485, quotation deadline Nov. 30. Procurement Manager, Peoples' Oil Industry, P.O. Box 1049, 604 Merchant Street, Rangoon.★ (Telephone: 202-WO 7-3601).

307 Plastic products

AUSTRIA—Manufacturer of plastic bottles, tubes, and caps seeks related articles to supplement its sales program of wrapping and packaging materials; advertising novelties of plastics. "Expan" Dkfm.Ing. Ernst Feichtinger, Chem.Fabrik u.Plastikwerk (manufacturer, importer, exporter), Villacherstrasse 105, A-9010 Klagenfurt. WTD 3/29/66.

FRANCE—High-quality coasters for bars to be sold as gift articles. Direct purchase and agency. Francell U.S.A. (importer, manufacturer, wholesaler), 23, rue Michel-Le-Comte, Paris, 3. WTD 12/3/65.

SWITZERLAND—Goods for household and hospital use, like gadgets and folding boxes, made of artificial material; disposable goods, mainly novelties. Direct purchase and agency. Simat AG (agency, importer), Stampfenbachstrasse 75, Postfach, 8035 Zurich. WTD 10/20/66.

311 Leather tanning, finishing

ITALY—Raw oxen, sheep and goat skins. Mr. Gaetano De Gaetano (importer, exporter, wholesaler), 39/43 Via dei Fornai, Catania. WTD 10/14/66.

NETHERLANDS—Upper and lining leather, all kinds. Direct purchase and agency. A. van Helvoirt de Nijs C.V. (importer, wholesaler, exporter, commission merchant), 166 Grotestraat, Waalwijk. WTD 9/29/66.

SWEDEN—Leather for manufacture of clothing, shoes, personal leather goods, especially interested in short-haired calfskin, kangaroo leather splits. Direct purchase and agency. Arhusen Trading AB (agent), Gotabergsgatan 28, Goteborg C. WTD 10/26/66.

314 Footwear, except rubber

ETHIOPIA—Shoes. Taye Tefera (retailer), P.O. Box 54, Addis Ababa. WTD in preparation.

317 Handbags, personal leather goods

ETHIOPIA—Handbags, belts. Taye Tefera (retailer), P.O. Box 54, Addis Ababa. WTD in preparation.

322 Glass, glassware

FINLAND—Kitchen and cooking utensils for hotels, restaurants, canteens, hospitals, schools, etc. Metalliteos Oy, Metava-Trading (importer, wholesaler), Elimaenkatu 22-24. Helsinki 51. WTD 10/21/65.

FRANCE—High-quality coasters for bars to be sold as gift articles. Direct purchase and agency. Francell U.S.A. (importer, manufacturer, wholesaler), 23, Rue Michel-Le-Comte, Paris, 3. WTD 12/3/65.

324 Cement, hydraulic

● **BURMA**—Total 30,000 tons cement, ordinary Portland to B.S. 12: 1958 or equivalent. Supply 20,000 tons in 112 lb. net six-ply heavy duty paper bags (made of 85 gm. heavy duty paper), inner one layer to be bituminized; supply 3% empty paper bags for rebagging damages. Other 10,000 tons to be shipped in steel drums, 375 lb. net; drums to be suitably ribbed to withstand rough handling and suitably painted to prevent rust; details of drums to be mentioned in tender. Tender No. 130/T/CONST/PWC/66-67, bid deadline 4 p.m., Nov. 30. Test report of cement and sample of empty bags to be used must be submitted with bid. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O. Rangoon. Cable: "DTEWORKS", Rangoon.★ (Telephone: 202-WO 7-3601).

326 Pottery, related products

FRANCE—Fancy stationery articles, high quality, to be sold as gift articles. Direct purchase and agency. Francell U.S.A. (importer, manufacturer, wholesaler), 23, Rue Michel-Le-Comte, Paris, 3. WTD 12/3/65.

● **INDIA**—Supply of 3040 sets of 220 K.V. tension insulator strings. Tender No. CEBT 121/66, bid deadline Nov. 22. Superintending Engineer, Technical/Electrical (Board), Andra Pradesh State Electricity Board, Hyderabad-4. (Tender fee $4 not refundable). A copy of specifications is available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

327 Concrete, gypsum, plaster products

AUSTRALIA—Plaster and fibrous plaster tiles for building industry; also precast terrazzo and concrete tiles. Direct purchase and agency. Picton Hopkins & Son Pty. Ltd. (importer, wholesaler, manufacturer, retailer), 130 Church St., Richmond, Victoria. WTD 9/30/66.

329 Abrasive, asbestos, nonmetallic mineral products

AUSTRALIA—Asbestos and mineral wool acoustical tiles, fiberglass insulation materials. Direct purchase and agency. Picton Hopkins & Son Pty. Ltd. (importer, wholesaler, manufacturer, retailer), 130 Church St., Richmond, Victoria. WTD 9/30/66.

JAPAN—Refractories, especially newly developed products. Osaka Firebrick Co., Ltd., 3

Itachibori Minami-dori 1-chome, Nishi Ku, Osaka. WTD 10/27/66.

332 Iron, steel foundries

● **BURMA**—Total 64,600 pieces cast-iron soil pipe to B.S. 416/1957 or equivalent, 3/16" thick, socket and beaded spigot, free from "blow-holes" having a uniform wall thickness, true concentricity and coated with anti-corrosive paint both inside and outside. Total pieces are included in 13 orders of pipe with 2" to 4" internal diameter and in 5 various length sizes ranging from 1' to 6'. Tender No. 131/T/CONST/PWC/66-67, bid deadline Dec. 3. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O. Rangoon. Cable: "DTEWORKS", Rangoon.★ (Telephone: 202-WO 7-3601).

335 Rolling, drawing, extruding of nonferrous metals

SWEDEN—Aluminum sheeting for building industry. Direct purchase and agency. Oscar E. Svensson & Co. (importer, sales agent), Kungsgatan 55, Stockholm. WTD 10/20/66.

● **TRINIDAD**—Aluminum: 188,000 lb. No. 1/0 A.W.G.—A.C.S.R., tender No. 1168; 300,000 lb. No. 4/0 A.W.G.—A.C.S.R., tender No. 1169. Bid deadline for both tenders Dec. 22. Trinidad and Tobago Electricity Commission, PO. Box 121, 63 Frederick St., Port of Spain.★ (Telephone: 202-WO 7-4579).

336 Nonferrous foundries

FINLAND—Kitchen and cooking utensils for hotels, restaurants, canteens, hospitals, schools, etc. Metalliteos Oy, Metava-Trading (importer, wholesaler). Elimaenkatu 22-24, Helsinki 51. WTD 10/21/65.

342 Cutlery, hand tools, general hardware

GERMANY—Newly developed hardware products for gardening and home use, do-it-yourself equipment, metal fittings, fixtures. Eisen-Richter (wholesaler), 61 Darmstadt, Rheinstrasse 29/33. WTD 6/21/65.

MEXICO—Hand cutters for cigars. Fabrica de Puros "El Aroma," A. Zapata Villa C. (owner, manufacturer), Calle Venustiano Carranza No. 11, P.O. Box 28, San Andres Tuxtla, Ver. WTD 10/19/66.

343 Heating apparatus, plumbing fixtures

● **BURMA**—Total 6,280 sets flushing cisterns (five types); 240 sets chrome plated flush valves; 2,300 black bakelite seats and covers; also mirrors, glass shelves, towel bars and toilet roll holders. Tender No. 129/T/CONST/PWC/66-67, bid deadline Nov. 30. Director of Engineers, Public Works Corp., No. 60 Shwedagon Pagoda Rd., Dagon P.O. Rangoon. Cable: "DTEWORKS", Rangoon.★ (Telephone: 202-WO 7-3601).

344 Fabricated structural metal products

HONG KONG—Prefabricated buildings, metal, used as barracks, civilian quarters, warehouses, etc. Hotung International, Ltd. (importer, exporter, wholesaler), 10 Stanley St., Hong Kong. Cable: HOTUNG. WTD 8/17/66.

346 Metal stampings

FINLAND—Kitchen and cooking utensils for hotels, restaurants, canteens, hospitals, schools, etc. Metalliteos Oy, Metava-Trading (importer, wholesaler), Elimaenkatu 22-24, Helsinki 51. WTD 10/21/65.

349 Fabricated metal products

NEW ZEALAND—Reconditioned steel drums conforming with Steel Shipping Container Institute of U.S.A. of recommended specification: new 44 gallon fully removable head with 18 gauge top and bottom, and 20 gauge body; sponge rubber gasket and bolt-type locking ring; exterior painted one standard color. A polyethylene bag line of .007" wall thickness and double welded bottom seam to be supplied each drum as well as polyethylene cover sheet of .005" thickness and measuring 28" by 28". Estimated yearly need 100,000 drums. Direct purchase and agency. Mair and Co. Ltd. (importers, wholesalers), 204 Hereford St., Christchurch; attention: Mr. P. M. Grant. WTD 7/14/65.

351 Engines, turbines

● **ARGENTINA**—Supply and install three natural gas-driven engine generator sets, each 12,000 KW to 14,000 KW, 50 cycle. Official budget estimate is approximately $4.1 million. Specifications and bid documents available from Buenos Aires Province Power Bureau by prepayment of 10,000 Argentina Pesos (approximately $465.00). Tender No. 295, bid deadline now extended to Nov. 30. Correspondence preferred in Spanish. Ministerio de Obras Publicas, Direccion de la Energia, Calle 55, No. 570, La Plata Province of Buenos Aires.

352 Farm machinery

SOUTH AFRICA—Small crawler tractors for use in apple orchards; diesel engined 25/30 H.P. with crawler tracks. Direct purchase and agency. W. D. Hearn & Co. (Pty.) Ltd. (importing distributor), P.O. Box 184, Maitland, Cape Province. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

BRAZIL—Concrete mixers, molds, conveyors, other handling equipment, granite paving blocks cutting machinery. Direct purchase and agency. Dalgas Frisch Engenharia Ltda. (engineers, contractors), Rua da Consolacao 3095, Sao Paulo. WTD 10/20/66.

ETHIOPIA—Water well drilling equipment. Abba Bora M. Beshir (importer), P.O. Box 1303, Addis Ababa. WTD in preparation.

● **TURKEY**—Two automatic tie-tampers and one tie milling and drilling machine. Bid deadline Nov. 21. State Railways Administration, Purchase & Sales Committee, Ankara, Turkey. Tender documents available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara, for $13, including airmail postage. Price to be quoted in dollars f.o.b. in the country of origin and c. & f. Istanbul.

354 Metalworking machinery

FRANCE—Precision polishing, cutting, and manipulating machine-tools for industrial laboratory use; cleaning equipment for test-tubes. Direct purchase and agency. Alba (manufacturer, importer, wholesaler, agent), 44, Rue du Moulin-St-Rieul, Senlis (60). WTD 1/28/66.

● **INDIA**—Various type machine tools: One helical groove cutting machine; Tender No. AEE/P/TEIH/66, bid deadline Dec. 2. One watchmaker's lathe; Tender No. AEE/P/TEIH/24, bid deadline Dec. 5. One precision jigboring machine; Tender No. AEE/P/TEIH/23, bid deadline Dec. 5. One precision radial drilling machine; Tender No. AEE/P/TEIH/26, bid deadline Dec. 6. For workshop lathes equivalent to "Maximat" lathes; Tender No. AEE/P/TEIH/42, bid deadline Dec. 9. One sand blasting machine—1 cu. ft. chamber; Tender No. AEE/P/TEIH/56, bid deadline Dec. 14. Two bench lathes equivalent to "Emco" unimat bench lathes; Tender No. AEE/P/TEIH/43, bid deadline Dec. 12. One facing lathe; Tender No. AEE/P/TEIH/98, bid deadline Dec. 20. One portable riveter—capacity 1/16" to 1/4" dia; Tender No. AEE/P/TEIH/57, bid deadline Dec. 14. Head Purchase & Stores Division, Atomic Energy Establishment Trombay, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

CAMEROON—Separator suitable for extracting oil from avocado pears for use in cosmetics manufacture. Efiom Otu Ekong Moise, Union Trading Cameroun (UTC) (exporter), B.P. 4037, Douala. WTD in preparation.

CEYLON—Tea packeting machine or machines to pack tea dust in 2 oz. and smaller packets, and tea leaf in 1/4 lb., 1/2 lb., and 1 lb. packets. Machine should be capable of weighing accurately leaf or dust which should go into each packet, and closing or sealing of each packet. Entire process should be done mechanically. The Director, Mackwoods Ltd., (importer), P.O. Box 91, Colombo. WTD 4/11/66.

FINLAND—Machinery for manufacturing paper plates, trays using folding boxboard as raw material. G. A. Serlachius (paper and board conventer), Tako Division. Tampere. WTD 10/11/65.

● **INDIA**—Complete semi-automatic/automatic equipment for proportioning, mixing, and dispensing of epoxy resin. Tender No. AEE/TEIH/22, bid deadline Nov. 30. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● One surface jointing and planing machine for woodworking with a working width of 510 mm and a table length of 2,500 mm. Tender No. AEE/P/TEIH/114, bid deadline Dec. 27. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay, Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● One radial arm type, multi-purpose wood cutting saw. The saw is to have a diameter of 450 mm. Tender No. AEE/P/TEIH/113, bid deadline Dec. 27. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay, Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● Supply of one ten-ton semi-automatic molding press. Tender No. AEE/P/TEIH/82, bid deadline Dec. 2. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay (Purchase Division), Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● Supply of one automatic/semi-automatic plastic molding machine, with a 40-50 ton capacity. Tender No. AEE/P/TEIH/53, bid deadline Dec. 2. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay (Purchase Division), Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

ITALY—Fruit, vegetable canning and processing machinery, new types. Direct purchase and agency. Esportazione Siciliana del Dr. Moise Schaechter (importer, exporter, manufacturer), Complesso Darifarma, Villaggio Annunziata, Messina. WTD 10/18/66.

JAPAN—Cookie (biscuit) packaging machinery. Send literature, prices c.i.f. Shimizu. Seiko Trading Co., Ltd. (importer, exporter), 39 1-chome, Kotobuki-cho, Shimizu, Shizuoka-ken. WTD 8/15/66.

MEXICO—Molds for manufacturing cigars. Fabrica de Puros "El Aroma," A. Zapata Villa C. (owner, manufacturer), Calle Venustiano Carranza No. 11, P.O. Box 28, San Andres Tuxtla, Ver. WTD 10/19/66.

Slicers, commercial food. Pedro Casal N, 16 de Septiembre 339, Veracruz, Ver. WTD 10/25/66.

SOUTH AFRICA—Equipment for fruit and vegetable canning industries. Direct purchase and agency. Instrulec (Pty.) Ltd. (manufacturer and importing distributor), P.O. Box 4661, Cape Town, Cape Province. WTD 9/10/65.

SWEDEN—Machinery and supplies for graphic industry, such as offset plates, chemicals and newspaper dies. Direct purchase and agency. AB Tedeco (importer, retailer, wholesaler, sales agent), P.O. Box 27127, Stockholm 27. WTD 10/21/66.

SWITZERLAND—Small machineries, conveying devices, technical accessories and spare parts for textile industry (spinning mills, twisting mills, weaving mills, and finishing mills). Direct purchase and agency. Hch. Kuendig & Cie (manufacturers' representative, manufacturer), Kratzstrasse 21, Postfach 57, 8620 Wetzikon. WTD 10/20/66.

357 Office, computing, accounting machines

MEXICO—Scales, retail and commercial computing, noncomputing. Pedro Casal N, 16 de Septiembre 339, Veracruz, Ver. WTD 10/25/66.

358 Service industry machines

BRAZIL—Cleaning machinery for buses, railway cars, ferry-boats and industrial buildings, such as heavy duty machines for floor washing, scrubbing and polishing, wall washing, window and blind cleaning; wet vacuums; power sweepers; mopping machines; mobile scavenging units for large industrial plants; portable scavenging machines for automotive vehicles and ferry-boats. Requests replies in Portuguese. Conservadora Larbel Ltda. Praca Quinze de Novembro 38-A, 3° andar, salas 31/34, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 10/24/66.

COLOMBIA—Air-conditioner parts, accessories, sealed units. Requests price quotations c.i.f. Cartagena. Joaquin Franco P. (importer, retailer), Apartado Aero (Air Mail P.O. Box) 264, Cartagena. WTD 10/13/66.

Commercial cooking and food warming equipment, cafeteria grills, potato chip fryers, ice producing machines for restaurant use. Requests replies in German. Kaelte-Maith GmbH & Co. KG. (importer, wholesaler), 605 Offenbach/Main-Buergel, Lammertstrasse 15-19. WTD 10/26/66.

GERMANY—Apparatus, machinery and equipment for chemical, chemical-pharmaceutical and cosmetic enterprises. Requests price quotatitons c.i.f. European ports. Direct purchase and agency. Wilhelm Ecken KG., Kupferschmiede-chemische Apparatebau- und Maschinenbau (manufacturer, exporter), 101 Poll-Vingster-Strasse, 5 Koeln-Poll. WTD 10/25/66 .

ITALY—Domestic air-conditioning equipment. Direct purchase and agency. Salvatore Barberi (importer, wholesaler), 10 Via della Loggetta, Catania. WTD 10/17/66.

361 Electric transmission, distribution equipment

FRANCE—Switchgear, switchboard apparatus, electric transmission, distribution and control equipment. Direct purchase and agency. Requests replies in French or German. A. Baumann & Cie., S.A. (importing wholesaler), 16 Place de la Gare, 67 Strasbourg. WTD 10/18/66.

● **GREECE**—Supply of two 50/55 MVA, 150/15.75 KV power transformers. Tender No. DMPM-359, bid deadline not set. Public Power Corporation, 30 Chalkokondyli St., Athens 102, Attention: Purchasing Department.★ (Telephone: 202-WO 7-4241).

● Supply of outdoor switching equipment and switchyard electrical apparatus consisting of outdoor, three-pole, single throw or double throw, group operated, 150 KV, 500 ampere, 50-cycle disconnecting switches and outdoor, 3-pole, group operated, 150 KV, 600 ampere, 50 cycle combination disconnecting and grounding switches. Tender No. DMPM-355/Part I; bid deadline not set. Public Power Corporation (DEH), 30 Chalkokondyli St., Athens, 102. Attention: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

● Supply of 6.6 KV metal clad switchgear. Tender No. PAP/2438, bid deadline not set. Public Power Corporation, Athens-Piraeus Division, 83-85 Academias Street, Athens, Attention: Purchasing Department.★ (Telephone: 202-WO 7-4241).

● **IRELAND**—Supply of 220 KV and 110 KV switchgear including circuit breakers, isolating switches and compressed air equipment. Tender No. Enq. 9793/PS, bid deadline Nov. 30. The Secretary, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin 2. A copy of specifications is available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **NEW ZEALAND**—Supply of one 3-phase, 50-cycle, 10 MVA, 33/11 KV, T.C.O.L. transformer. Tender No. SHD-2946, bid deadline Jan. 19, 1967. Store Manager's Office, New Zealand Electricity Dept., Private Bag, Wellington C.1. A copy of specifications is available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

HONG KONG—Generators, 50 kw-350 kw. Hotung International, Ltd. (importer, exporter, wholesaler), 10 Stanley St., Hong Kong. Cable: HOTUNG. WTD 8/17/66.

● **SUDAN**—Two 4-wheel tire truck mounted 300/400 amp., double operator, arc welders. Tender No. 3629, bid deadline Dec. 15. Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-5652).

363 Household appliances

GERMANY—All types of electrical household appliances except washing machines. Direct purchase and agency. Hermann Zanker K.G. (manufacturer, exporter), 74 Tuebingen, Postfach 549. WTD 10/7/66.

364 Electric lighting, wiring equipment

FRANCE—Current carrying wiring devices, starters, incandescent and fluorescent lighting equipment for industrial and commercial premises, street, highway lighting. Direct purchase and agency. Requests replies in French or German. A. Baumann & Cie., S.A. (importing wholesaler), 16, Place de la Gare, 67 Strasbourg. WTD 10/18/66.

365 Radio, television, receiving sets

ITALY—Radios, also transistor type, television receivers and spare parts. Direct purchase and agency. Salvatore Barberi (importer, wholesaler), 10 Via della Loggetta, Catania. WTD 10/17/66.

SPAIN—High-fidelity equipment including record players, amplifiers, loud speakers, recording apparatus, and similar items. Direct purchase and agency. Rapida, S.A. (manufacturer, wholesaler, retailer, importer, exporter, sales agent), Rambla de Cataluna, 7-9, Barcelona 7. WTD 10/14/66.

366 Communication equipment

MALAYSIA—FM multiplex receivers; able to provide simultaneous detections on main and SCA channels, with 600 ohms balanced outputs, high sensitivity (1 UV for 30 db quieting). Requests replies quoting technical details, prices, delivery. Chief Engineer, Radio Malaysia, Dept. of Radio, P.O. Box 1016, Jesselton, Sabah.

VENEZUELA—FM-VHF and SSB communication equipment, receivers and transmitters. Direct purchase and agency. Radio Electro Telvis, C.A. (importer, distributor, sales agent), Bermudez a Horcones No. 11, Caracas. or: Apartado 7081, Caracas. WTD 4/18/66.

367 Electronic components, accessories

COLOMBIA—Television and radio components, resistors, capacitors, relays, electronic tubes. Requests price quotations c.i.f. Cartagena. Joaquin Franco P. (importer, retailer), Apartado Aereo (Air Mail P.O. Box) 264, Cartagena. WTD 10/13/66.

ITALY—Electronic components, diodes. Direct purchase and agency. Salvatore Barberi (importer, wholesaler), 10 Via della Loggetta, Catania. WTD 10/17/66.

SWEDEN—Alarm components, such as Poplar detectors, capacity alarm. Industrial alarm, supervision systems, sirens for police cars and other new components; cheque protection systems, hotel-up protection and supervision systems. Signaltjanst Alarm AB (importer, wholesaler, manufacturer), Scheelegatan 11, Stockholm K. WTD 4/29/65.

371 Motor vehicles, motor vehicle equipment

FRANCE—New and second-hand passenger cars. Direct purchase and agency. Ste d'Achats & de Vente de Vehicules Automobiles—Comava (importer, commission merchant), 83-85, Avenue Kleber, Paris, 16. WTD 4/8/66.

HONG KONG—10-yard autodump trucks. Hotung International, Ltd. (importer, exporter, wholesaler), 10 Stanley Street, Hong Kong. Cable: HOTUNG. WTD 8/17/66.

373 Ship, building, repairing

FRANCE—Small motor boats, length: 6.850 yards. Direct purchase and agency. Cie d'Achats & de Vente de Vehicules Automobiles—Comava (importer, commission merchant), 83-85, Avenue Kleber, Paris, 16. WTD 4/8/66.

GABON—Pleasure boats and accessories. Requests full details, price lists. Requests replies in French. S.O.G.A.F.R.I.C. (importer, wholesaler, retailer), Boite Postale 613, Libreville. WTD 10/5/66.

374 Railroad equipment

● **INDIA**—Supply of electrical signalling equipment. Tender No. SIG-9 Pt. II Sup. I, Bid deadline Nov. 30. Director, Railway Stores, Railway Board, Rail Bhaven, New Delhi-1, India. Tender documents may be obtained from the above address against payment of $1.50 each (payable in advance). No information on financing was furnished with tender notice. Tender conditions and specification may be viewed only (not available for loan) in Rm. 4314, Transportation Equipment Division, BDSA 596, U.S. Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4817).

● **KENYA**—Four bulk cement bogie wagons. Circular No. 59, Oct. 17; Ref: IND. 5018/66. Applications for tender documents available from The Overseas Purchasing Division, East African Railways & Harbours, 4, Millbank, London, S.W. 1, by November 25.

● **SUDAN**—Three gang trolleys with seating capacity of eight to ten. Contract No. 3637, bid deadline Dec. 8. Controller of Stores, Sudan Railways, Atbara. Tender conditions and specification may be viewed only (not available for loan) in Rm. 4314, Transportation Equipment Division, BDSA 596, U.S. Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4817).

379 Transportation equipment

FRANCE—Trailer coaches (mobile dwellings) for attachment to passenger cars. Direct purchase and agency. Cie d'Achats & de Vente de Vehicules Automobiles—Comava (commission merchant, importer), 83-85, Avenue Kleber, Paris, 16. WTD 4/8/66.

381 Engineering, laboratory, scientific, research instruments

● **TURKEY**—Supply of fuels test laboratory apparatus. Tender No. DS66L-13, bid deadline Nov. 24. Submitted by M.S.B. ARGE Baskanligi, Bakanliklar, Ankara. (The Ministry of Defense, Research & Development Dept.) Tender documents are available at $5.50 each including airmail charges, from Moderne Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Technological testing apparatus. Direct purchase and agency. Alba (manufacturer, importer, wholesaler, agent), 44, Rue du Moulin-St-Rieul, Senlis (60). WTD 1/28/66.

383 Optical instruments, lenses

● **INDIA**—Supply of one table-mounted optical comparator with a screen size of 14" diameter and having 12" long, 9" high, and + 180° angular measuring range with all necessary standard attachments and accessories. Tender No. AEE/P/TEIH/106, bid deadline Dec. 23. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

● **TURKEY**—Supply of lyophilization machines of high-vacuum capacity and complete with vacumeter and plasma bottles or bulbs. Tender No. DS66L-12, bid deadline Nov. 23. Submitted by M.S.B. ARGE Baskanligi, Bakanliklar, Ankara. Tender documents are available at $5.50 each including airmail charges, from Modern Translation Bureau, Menekse Sokak 20/7, Kizilay, Ankara.

386 Photographic equipment

● **INDIA**—Supply of one set of photo mask system for rapid production of photo masks including reduction camera, master reticle alignment and photo repeaters. Tender No. AEE/P/TEIH/21, bid deadline Nov. 30. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of photo-film laboratory supplies including water distiller, scales, balance, solution mixer, burettes, timer, glassware, etc. Bid deadline Nov. 28. Bid bond required, 7.5%; performance bond required, 15%. Submitted by TRT Kurumu Genel Mudurlugu, Genel Evrak Muduriugu, Ankara. (Turkish Radio and Television Association). Bidding specifications in English are available at $21 each from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara.

391 Jewelry, silverware, plated ware

FINLAND—Cutlery, flatware, tableware and holloware of stainless steel; silver plated alpacca. Metalliteos Oy, Metava-Trading (importer, wholesaler), Elimaenkatu 22-24, Helsinki 51. WTD 10/21/65.

FRANCE—High-quality cigarette lighters to be sold as gift articles. Direct purchase and agency. Francell U.S.A. (importer, manufacturer, wholesaler), 23, Rue Michel-Le-Comte, Paris, 3. WTD 12/3/65.

394 Toys, amusement, sporting goods

COLOMBIA—All types of fishing goods, tackles, spoons, skiing, diving outfit. Requests price quotations c.i.f. Cartagena. Joaquin Franco P. (importer, retailer), Apartado Aereo (Air Mail P.O. Box) 264, Cartagena. WTD 10/13/66.

NIGERIA—Games, toys. Bhojsons Stores (importer, retailer, wholesaler), 4-6 Denton St., P.O. Box 63, Ebute-Metta, Lagos. WTD 3/31/65.

399 Manufacturing industries

FRANCE—Bar accessories, all types, to be sold as gift articles; high quality. Direct purchase and agency. Francell U.S.A. (importer, manufacturer, wholesaler), 23, Rue Michel-Le-Comte, Paris, 3. WTD 12/3/65.

VENEZUELA—Bar accessories (bottle openers, cork screws, coasters, mixers, novelties, etc). Direct purchase and agency. Requests replies in Spanish. Gran Licoreria, C.A. (importer, distributor, sales agent), Avenida Valparaiso, Los Caobos, Caracas or Apartado 10618, Sabana Grande, Caracas. WTD 4/28/66.

503 Dry goods, apparel

ETHIOPIA—Piece goods, men's and women's clothing, especially end-of-season sales. Aba Bora M. Beshir (importer), P.O. Box 1303, Addis Ababa. WTD in preparation.

505 Farm products, raw materials

NETHERLANDS—Raw hides and skins. Handel Maatschappij "Argolanda" N.V. (importer, wholesaler, exporter, transit trader, agent, commission merchant), 42c Schiedamse Vest or P.O. Box 45, Rotterdam-1. WTD 10/18/66.

539 General merchandise stores

ETHIOPIA—Army surplus material. Abba Bora M. Beshir (importer), P.O. Box 1303, Addis Ababa. WTD in preparation.

NIGERIA—Army surplus clothing & civilian-used clothing of all types; general merchandise. Direct purchase and agency. S. U. Nwaoko Brothers & Co. (importer, exporter, wholesaler, retailer), 82 Jubilee Rd., P.O. Box 371, Aba, Eastern Nigeria. WTD 10/20/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

FRANCE—California dried prunes, Santa Clara quality, preferably large-size fruits. Larroche Freres (packers, wholesale dealers), 12 Allees Lamartine, 47- Villeneuve-sur-Lot, Lot-et-Garonne. WTD 10/18/66.

NIGERIA—Canned meats, fish and tomato puree. Odugbo & Emiaso Food Co. (exporter, wholesaler, manufacturer), 22 Akinhanmi St., Suru-Lere, via Yaba, Lagos. WTD 9/8/66.

204 Grain mill products

NIGERIA—Unpacked rice in 100 lb. bags. Odugbo & Emiaso Food Co. (exporter, wholesaler, manufacturer), 22 Akinhanmi St., Suru-Lere, via Yaba, Lagos. WTD 9/8/66.

208 Beverage industries

NIGERIA—Soft drink beverages, i.e., orange, lemon, etc. Ekornogbe Enterprises (importer,

retailer), 129 Ogunlana Drive, Suru-Lere, via Yaba, Lagos. WTD in preparation.

209 Food preparations

SOUTH AFRICA—Pectin, related products. Netherlands African Trading Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 2732, Cape Town, Cape Province. WTD 5/24/66.

220 Textile mill products

SOUTH AFRICA—Novelty dress fabrics, plain and printed in synthetic fibers, rayons and mixtures, widths 36" and 44/45", for cocktail and afternoon wear; printed woven cottons for women's and children's dresses, 36" and 44/45" widths, preferably 80 x 80 construction; knitted cotton fabrics, in fancy weaves and plains, for women's afternoon dress wear; blouse fabrics, woven, plain and printed, widths 36" or 45", attractive designs and good quality in synthetic fibers and rayons; men's shirtings in plain and fancy weaves, 65% polyester, 35% cotton in high count and first quality only; first quality men's suitings in synthetics or mixtures 58/60" wide, weights 8 to 12 oz., fancy designs only, preferably in dark shades; first quality fine linings for men's top coats and jackets, fancy weaves preferred, with maximum 2% shrinkage. Requests replies from mills or their accredited export agents or from first class converters, desires attractively mounted samples with feelers 15" x 18", minimum showing colors and designs. Mill Agents South Africa (Pty.) Ltd. (manufacturers' agent), P.O. Box 3161, Cape Town, Cape Province. WTD 7/25/66.

224 Narrow fabrics, other smallwares mills

AUSTRALIA—Suiting, trouser pocketing, and lanacel tape. Bias & Bindings (importer, manufacturer, wholesaler), 1st Floor, 46 Holt St., Surry Hills, N.S.W. WTD 10/18/66.

226 Dyeing, finishing textiles

NORWAY—Cotton, cotton/polyester and man-made fiber textiles, printed, for manufacture of ladies' dresses, skirts, blouses, men's sports shirts. J. H. Worm-Muller. 25 Bogstadveien (manufacturer's agent), P.O. Box 7032, Oslo 4. WTD 10/4/66.

281 Industrial chemicals

FRANCE—Chemicals for paint, varnish and printing ink industries. Max Dorizzi (importer, agent), 5, Avenue Courteline, Paris, 12. WTD 4/4/66.

Raw chemical products for plastic, rubber industries. Societe Graham (importer, retailer), 146, Avenue des Champs-Elysees, Paris, 8. WTD 4/25/66.

PAKISTAN—Chemicals for use in textile industry. Requests catalogs, quotations, c. & f., Karachi. S. M. Iqbal Ahmad & Brothers (importer), 9 Byculla Mansion, New Challi, Frere Road, Karachi. WTD 10/12/66.

282 Synthetic materials

GREECE—Synthetic fibers for textiles industry. Requests price quotations ex-works, f.o.b. New York, or c.i.f. Piraeus. Myriotis Brothers (sales agent), 1 Stephan Strait St., Athens 111. WTD 6/24/66.

283 Drugs

IRAN—Pharmaceutical specialties. Droguerie Gandjian (importers), 238 Passage Sabt (P.O. Box 2229) Nasser-Khosrow Ave., Tehran. WTD 10/24/66.

PAKISTAN—Antibiotics, vitamin preparations, medicinal chemicals and botanical products and pharmaceutical preparations. Requests catalogs, quotations, c. & f. Karachi. S. Ejazuddin and Co. (importer), Medicine St., Marriot Rd., Karachi 2. WTD 10/12/66.

SOUTH AFRICA—Medicinal, pharmaceutical products, specialties suitable for sale to prescribing doctors, hospitals, institutions. Corobay Manufacturing Chemists (Pty.) Ltd. (manufacturer, agent and distributor), 7 Corwen St., Claremont, Cape Province. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Cleaning chemicals, compounds. A. J. F. Schaap N.V. (importer, wholesaler, agent), 60-62 Goudsesingel, Rotterdam-1. WTD 10/19/66.

287 Agricultural chemicals

PAKISTAN—Fertilizers, complete mixtures; ammonium sulfate, and ammonium nitrate. Requests quotations, c. & f., Karachi. S. M. Iqbal Ahmad & Brothers (importer), 9 Byculla Mansion, New Chali, Frere Road, Karachi. WTD 10/12/66.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Rubber gaskets for general industrial use (automotive and aircraft industries, etc.) Societe A. Cleret (manufacturer), 17/19, Rue des Grilles, Pantin (93). WTD 3/30/66.

342 Cutlery, hand tools, general hardware

VENEZUELA—General hardware (shelf hardware, builders' hardware, plumbing supplies) and hand tools. Metacon, C.A. (importer, sales agent), Apartado 9340, Caracas. WTD 10/18/66.

353 Construction, mining, materials handling machinery, equipment

HONG KONG—Bulldozers, D8-46A and D6C, with and without rippers; 977 and 955 loaders; and crawler cranes with and without shovel fronts, new or reconditioned. Hotung International, Ltd. (importer, exporter, wholesaler), 10 Stanley St., Hong Kong. Cable: HOTUNG. WTD 8/17/66.

NEW ZEALAND—Pallet and containerization loading and handling equipment for ocean cargo. Cable-Price Corp. Ltd. (importer, manufacturer), P.O. Box 2293, Wellington; attention: J. H. Ingram, Managing Director. WTD in preparation.

354 Metalworking machinery

FRANCE—Grinding apparatus for paint and varnish industries. Max Dorizzi (importer, agent), 5, Avenue Courteline, Paris, 12. WTD 4/4/66.

GERMANY—Die stamps for metals and plastic. Requests replies in German. D. J. Keil KG, Ingenieurbuero (sales agent), 6101 Gross Bieberau, Bahnhofstrasse 21, P.O. Box 30. WTD 10/12/66.

VENEZUELA—Electrical hand tools, 110 V, 50/60 cycles. Metacon, C.A. (importer, sales agent), Apartado 9340, Caracas. WTD 10/18/66.

356 General industrial machinery

PAKISTAN—Air compressors, trailer-mounted. Requests catalogs, quotations, c. & f., Karachi. Forbes Forbes Campbell & Co., Ltd. (importer), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/26/65.

357 Office, computing, accounting machines

NIGERIA—Office equipment, machinery. Ekornogbe Enterprises (importer, retailer), 129 Ogunlana Drive, Suru-Lere, via Yaba, Lagos. WTD in preparation.

362 Electrical industrial apparatus

PAKISTAN—Motor-generators. Requests catalogs, quotations, c. & f., Karachi. Forbes Forbes Campbell & Co. Ltd. (importer), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/25/66.

365 Radio, television receiving sets

FRANCE—Turntables for record players. Requests replies in French. Audiotecnic (manufacturer, retailer), 7, Rue de Tournus, Paris, 15. WTD 4/21/66.

366 Communication equipment

PAKISTAN—Transmitters, receivers, H.F. and telecommunication equipment. Requests catalogs, quotations, c. & f., Karachi. Forbes Forbes Campbell & Co. Ltd. (importer), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD 8/25/66.

367 Electronic components, accessories

SWEDEN—Microelectronics, especially monolithic integrated circuits. Retab (manufacturer, sales agent), Box 932, Lidingo 9. WTD 4/27/66.

371 Motor vehicles, motor vehicle equipment

THAILAND—Automotive spare parts, accessories. Requests c. & f. prices. Chai Chana R.O.P. (importer, retailer), 285-7 Bamrung Muang Rd., Bangkok. WTD 9/23/65.

373 Ship, boat parts, components

SWEDEN—Modern fittings for yachts, special fittings, accessories for sailing boats. Firma Ingenjor Sten Wiberg (retailer), Sibyllegatan 44, Stockholm. WTD 10/18/66.

384 Surgical, medical, dental instruments

IRAN—Surgical dressing products. Droguerie Gandjian (importer), 238 Passage Sabt (POB 2229), Nasser-Khosrow Avenue, Tehran. WTD 10/24/66.

386 Photographic equipment

AUSTRIA—Eight mm and 16 mm film cameras and projectors, related equipment. Heinz Lindauf, Film- u. Foto-Gross- u. Kleinhandel (importer, wholesaler), Fasangasse 55, A-1030 Vienna. WTD 2/4/66.

393 Musical instruments, parts

GERMANY—All types of musical instruments, except pianos and organs. Prices c.i.f. Hamburg. Wenzel Schreiber & Soehne OHG (manufacturer, exporter, importer), 6085 Nauheim, Industriestrasse 17. WTD 10/17/66.

399 Manufacturing industries

AUSTRALIA—Handbag frames, metal or plastic. Asti Trading Pty. Ltd. (importer, wholesaler), 66 King St., Sydney, N.S.W. WTD 2/23/66.

504 Groceries

NORWAY—Apples. Ulf Nilssen (exporter's agent), 14 Oscarsgate, Oslo. WTD 10/14/66.

Leads for Importers

Commodities are offered direct unless specified

144 Sand, gravel

MALAYSIA—Silica sand for glass industries, approximately 3,000 tons per month. Direct sales or agency. Kwong Fatt Co. (commission merchant, indent agent), 17A Northam Rd., Penang. WTD 10/13/66.

202 Dairy products

SPAIN—Milk, cream, cheese, butter. Requests replies in Spanish. Industrial Quesera Espanola, S.A. (importer, wholesaler, exporter), Espronceda 22, Madrid (3). WTD in preparation.

220 Textile mill products

GERMANY—Diapers of cotton and synthetic fibers. Price quotations f.o.b. Hamburg or Bremen. Elsaessische Baumwollmanufaktur Wahl & Baum (manufacturer, exporter), 57 Talstrasse, 4 Duesseldorf. WTD 10/21/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

SWEDEN—Complete teak doors covered with copper on the outside, used mainly for private homes; pivoted windows of wood, or wooden frame with metal profiles and metal cut sashes. AB Reventa (exporter, manufacturer), Birger Jarlsgatan 15, Stockholm 7. WTD 2/26/65.

249 Wood products

MALAYSIA—Wooden moulding (liners) for picture frames, 1″ x 8′ (approximate weight: 7 lb. per dozen) f.o.b. Penang $4.50 per dozen; 1½″ x 8′ (approximate weight: 12 lb. per dozen) f.o.b. Penang $8.50 per dozen. Minimum quantity per order of 12 gross. Direct sale or agent. Sun Sun Co. (importer, exporter, wholesaler, retailer), 182 Campbell St., Penang. WTD 10/18/66.

289 Chemical products

FRANCE—Essential oils, resinoids, floral absolutes. Schmoller & Bompard, S.A. (manufacturer), 06 Grasse. WTD 10/21/66.

UAR—Jasmin concrete and absolute; cassis concrete, neroli and geranium oils; rose flower and bitter orange flower concrete. Cairo Bottling Co. (government owned firm), 3 Baehler St., Cairo. WTD 10/18/66.

354 Metalworking machinery

TURKEY—Machines for winding, welding, testing, and cutting spiral steel pipe. Welding machinery is high-frequency spiral seam welding. Testing equipment should include ultrasonic testing apparatus and an X-ray fluoroscope. Machinery will be used to produce pipe varying in diameter from 4″ to 40″ from steel strip of 3 or 4mm to 12mm thickness. Riza Gurer (private agency), Sumer Sokak 23/5, Ankara. WTD in preparation.

367 Electronic components, accessories

SPAIN—FM-tuners, solid state (with field effect transistors), FM/IF strips, stereo decoders and Hi-Fi amplifier modules. Julio del Olmo Van Hamme (manufacturer, wholesaler, importer), Camp, 69, Barcelona 6. WTD 4/29/66.

393 Musical instruments, parts

GERMANY—All stringed instruments: guitars, mandolins, banjos, violins, cellos, stringbasses; all percussion, wood-wind and brass-wind instruments. Price quotations f.o.b. Hamburg or Bremen. Descriptive brochure available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Voss-Musikinstrumente GmbH., Postfach 213 or 19 Moltkestrasse, 46 Dortmund. WTD 10/25/66.

394 Toys, amusement, sporting goods

AUSTRALIA—Kangaroo fur products, especially stuffed koala bears made of kangaroo fur. Willard Riner (importer, exporter), 43 Lucan Ave., Aspley, Brisbane, Queensland. WTD 10/12/66.

Precision returning boomerangs. Willard Riner, 44 Lucan Ave., St. Lucia, Brisbane. WTD 10/12/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

NEW ZEALAND—W. J. Wills, President of the American Trade Association of New Zealand Inc., and IBM World Trade Corp., P.O. Box 2557, Wellington, **interested in contacting international executives of American Chambers of Commerce and related organizations concerned with American-New Zealand trade relations.** Nov. 5 via San Francisco for two weeks. C/o IBM World Trade Corp., 821 United Nations Plaza, New York, N.Y. Itinerary: San Francisco; New York; Nov. 14-18, Washington, D.C. c/o Sheridan Hotel.

BRAZIL—Frank Anthony Cox, R. General Glicerio 364 apt. 1201, Rio de Janeiro, GB, ZC 01, **interested in establishing contact with hotel and motel chain owners for purpose of offering investment opportunity in Brazil.** Oct. 27 via New York for three weeks. C/o Abbey Hotel, 151 W. 51st St., New York, N.Y. 10019. Itinerary: New York, possibly Miami.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—The Premier of Victoria, Sir Henry Bolte, announced that a semi-governmental authority, the Victorian Pipelines Commission, would be set up to build and operate **a pipeline to bring natural gas from Gippsland to Melbourne.** Newspapers comment that the decision ends a year of intense political maneuvering and speculation. The pipeline will be 150 miles long and will cost $22,400,000 to build.

ECUADOR—A Spanish language resume of the **Government's National Electrification Plan** is available for review in the offices of BDSA's Power and Electrical Equipment Division (Rm. 4124). The study furnishes much valuable information on the present electrical power situation in the country, recent work that has been done, future plans, and the needs of the program. Copies of the plan may be purchased for an undetermined price from the Instituto Ecuatoriano de Electrificacion in Quito.

TRUCIAL STATES—Plans for the **development of Abu Dhabi** are proceeding apace. The main emphasis in development plans is on **road construction and infrastructure facilities.** Contracts have already been signed for paving Abu Dhabi town streets; these went to two firms, Abdullah Darwish and the Contracting & Trading Company. Both firms are reported to be British. The estimated value of these contracts was approximately $7 million.

Tender documents have also been released for a 2½-mile corniche along Abu Dhabi's sea front and along a 21-mile section of the Abu Dhabi-Buraimi (al-'Ayn) road as well as for three additional sections of this road and for 15 miles of road within al-'Ayn village. Tenders will be invited in January 1967, for an Abu Dhabi sewage system, hospital building, and clinics, and design of 9000 housing units, 5000 in Abu Dhabi town and 4000 in Buraimi. The hospital and school phase of the program, estimated to cost approximately $17 million, is under the supervision of the British consultants, Shingler Risdon Associates.

Arabicon, P.O. Box 63, Abu Dhabi, a British consortium of town planners, civil and structural engineers, and two other London firms, Alan Grant & Partners and George & Davies, are planning to implement other phases of Abu Dhabi's development program in the next 18 months.

The aforementioned projects are part of the nearly $42 million that will be spent by Abu Dhabi for 100 miles of dual lane highways, 60 miles of urban highways, a sea wall, a land reclamation scheme, sewage works, a 70-mile water pipeline, and a new covered market for Abu Dhabi town. Furthermore, Cansult Ltd., a Canadian consulting firm, is working on plans for a new airport and harbor.

U.S. firms interested in participating in the expansion program should contact the named consultants or The Sheikh's First Secretary, Ahmad Ubaidli, in Abu Dhabi.

New Books and Reports

Sen. Douglas' book on U.S. world trade 'informative, timely'

By GRACE W. FINNE
Bureau of International Commerce

***America in the Market Place*, by Sen. Paul H. Douglas. Published by Holt, Rinehart & Winston. New York, 1966. $7.95.**

Senator Douglas' new book "America in the Market Place" is both thought provoking and informative, and it is as timely as this morning's newspaper.

With scholastic lucidity the Senator covers the broad subjects of trade and tariffs, the emergence of the Common Market, the Kennedy Round, East-West Trade and the special trading problems of the developing nations.

(In the discussion of the Kennedy Round, the value of the Common Market's agricultural imports from the U.S. relative to total imports from the U.S. is somewhat overstated at 30%. Based on official EEC import statistics, the average percentage (cif) value of agricultural goods to total imports from the U.S. was 25.6% during the four years 1962-1965, with the annual relative positions as follows: 1962, 25.7%; 1963, 23.8%; 1964, 25.3%; and 1965, 27.4%).

Balance-of-payments discussed

The second half of the book is devoted to "The Balance-of-Payments and an International Monetary System." As vice chairman of the Joint Economic Committee and member of the Subcommittee on International Exchange and Payments, Sen. Douglas combines an intimate knowledge of the economic issues with the practical views of the politician.

In his discussion of the various possible remedies for the U.S. balance-of-payments deficit, the economic arguments in favor of increasing the price of gold from the statutory $35 per ounce to about $60 per ounce seem rather more convincing than the counter arguments of the speculative danger.

The political implications are then immediately stated: "The two countries which would be most benefitted from an increase in the price of gold would be South Africa and Soviet Russia."

In the discussion of floating exchange rates as a balance-of-payments cure-all, the inflationary effects on the various national economies are duly emphasized. However, in moderation, within a zone of tolerance of 3 to 5%, Sen. Douglas believes this is a course that the International Monetary Fund might adopt to ameliorate the current imbalance of the two major reserve currencies.

International reserve proposed

The proposals for a creation of a new international reserve currency to alleviate the pressures on the dollar and the pound and to ensure sufficient international liquidity to accommodate an expanding world trade, are treated in the concluding chapter.

Major aspects covered include: The role of the IMF versus the Bank for International Settlements, the proceedings of the "Group of Ten," the relationship of the proposed new currency to gold or alternatively to assigned national currency quotas in the IMF. The concluding chapter is a plea for further international monetary cooperation.

***Overseas Business Reports*. U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Market Indicators for Africa. OBR 66-33. 32pp. A collection of 25 tables giving selected basic data useful in the analysis of African nations as markets for U.S. goods. The tables contain information on population, production, trade, finance and related subjects for 47 countries and dependencies in continental Africa and adjacent islands.

U.S. Trade With Major World Areas, Imports 1964-65, Exports 1965. OBR 66-57. 16pp. Five tables break down the U.S. trade performance by commodity, origin and destination.

Foreign Trade Regulations of Saudi Arabia. OBR 66-58. 5pp. Gives the Saudi Arabian Government's foreign trade policy and gives the rules for trading with this oil-rich country, where private enterprise is encouraged.

Foreign Trade Regulations of Portugal. OBR 66-61. 8pp. Contains the same basic information as OBR 66-58, above.

Foreign Trade Regulations of Mexico. OBR 66-62. 8pp. Contains the same basic information as OBR 66-58, above.

Foreign Trade Regulations of the Sudan. OBR 66-63. 7pp. Contains the same basic information as OBR 66-58, above.

Foreign Trade Regulations of Guyana. OBR 66-64. 4pp. Contains the same basic information as OBR 66-58, above.

Government Procurement Practices in Selected African Countries. OBR 66-65. 12pp. Summarizes the various nations' procurement policies. Government purchases constitute a significant share of the imports of many of these countries.

Establishing a Business in Pakistan. OBR 66-67. 14pp. Reviews the procedures for setting up shop in Pakistan, where the Government relies on private enterprise for industrial development.

***Malta*. Published by the Commonwealth Economic Committee, London, England. 62pp. $1.50.**

This study is one of a series published by the Committee under the general title of "Commonwealth Development and its Financing". It provides an excellent summary of the major developments in the Maltese economy in recent years with attention given to the financing of economic development.

Write: British Information Service, Sales Section, 845 Third Ave., New York, N.Y. 10022.

***The European Free Trade Assn.* EFTA, Washington. 25pp. Free.**

A full account of the work and progress of the European Free Trade Assn. for the 12 months ending in June 1966 is recorded in this booklet.

Trade trends among the EFTA countries and between EFTA and the rest of the world's markets are also discussed. A limited number of free copies of this years report, and some earlier reports, are available.

Write: EFTA Information Office, Suite 714, 711 14th St., N.W., Washington, D.C. 20005.

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Calendar *for international traders*

BLUE ISLAND, Ill.—Nov. 22—In-Office Export Seminar, 1:45 p.m., Chamber of Commerce. Sponsors: REEC; Commerce Field Office; Chamber of Commerce.

BOSTON—Nov. 16—Selecting Channels for Exporting Workshop, 9:30 a.m., Commerce Field Office.

BOSTON—Nov. 17—International Trade Assn. dinner meeting, State Street Bank Roof Restaurant.

BROOKLYN—Nov. 22—Profits in Exports meeting, First National City Bank, 142 Pierrepont St. Sponsors: Chamber of Commerce; Commerce Field Office.

CEDAR RAPIDS, Iowa—Nov. 15—Foreign Trade Bureau meeting, 6 p.m., Roosevelt Hotel. **Speaker: Kenneth Byrns, Commerce Field Office.**

CHICAGO—Nov. 15—In-Office Export Seminar, Field Office. Sponsors: REEC; Commerce Field Office.

CHICAGO—Nov. 16—Credit Management Assn., La Salle Hotel.

COLUMBIA, Mo.—Nov. 22—Export Workshop, Memorial Student Union, University of Missouri. Sponsors: REEC; M. U.; Chamber of Commerce; Commerce Field Office.

COLUMBUS, Ohio—Nov. 30—Export Expansion Workshop, 10 a.m.-1:30 p.m., Ebco Manufacturing Co. Sponsors: REEC; Commerce Field Office; Ebco Manufacturing Co.

DALLAS—Nov. 23—In-Office Workshop. Sponsors: Field Office; REEC.

DETROIT—Nov. 22—Export Marketing Workshop, 9:15 a.m.-12:15 p.m., Federal Bldg. Sponsors: REEC; Commerce Field Office.

GREENVILLE, S. C.—Nov. 16-17—World Trade Conference, Poinsett Hotel. Sponsors: REEC; Clemson University; Commerce Field Office.

HICKORY, N.C.—Nov. 17—World Trade Assn. Quarterly Meeting, 10 a.m., Holiday Inn. Greensboro REEC Quarterly meeting, 3 p.m., Chamber of Commerce Board Room.

HONOLULU—Nov. 16—Finance & Insurance Seminar, 10 a.m., Commerce Field Office. Sponsors: REEC; Commerce Field Office.

JACKSONVILLE, Fla.—Nov. 29—Export Conference, 2 p.m., Commerce Field Office. Sponsor: Commerce Field Office.

KANSAS CITY—Nov. 23—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

LITTLE ROCK—Nov. 29-30—Arkansas Export Seminar, Hotel Marion. Sponsors: Arkansas Industrial Development Commission; Chamber of Commerce; REEC; Commerce Field Office, Memphis. **Speaker: Roy F. Gootenberg, Bureau of International Commerce.**

MADISON, Wisc.—Nov. 10—In-Office Export Expansion Conference, 10 a.m., Chamber of Commerce. Sponsors: Commerce Field Office; Chamber of Commerce.

MEMPHIS—Nov. 15—World Trade Club election of officers, Hotel Claridge.

MEMPHIS—Nov. 16—Export Conference on Africa, Holiday Inn-Rivermont. Sponsors: Mid-South Exporter's Roundtable; Commerce Field Office.

NEW ORLEANS—Nov. 18—REEC meeting, 9:30 a.m., Royal Orleans Hotel. Speaker: Robert G. Wilson, president, Barbecue King, Inc.

NEW YORK—Nov. 15—Meeting with international department officials of Chase Manhatten Bank, Chase Manhatten Plaza. Sponsors: Commerce Field Office; Chase Manhatten Bank.

NEW YORK—Nov. 15—FCIB Hardware-Auto & Allied Trade Group, 12:15 p.m., Advertising Club.

NEW YORK—Nov. 16—Profits in Exports Meeting. Sheraton Atlantic Hotel. Sponsors: Allied Underwear Manufacturers Assn.; Commerce Field Office.

NEW YORK—Nov. 17—International Executives Assn. luncheon meeting aboard the S.S. Santa Rosa. Speaker: W. J. McNeil, president, Grace Line, Inc.

NEWARK—Nov. 17—World Trade Assn. luncheon, Military Park Hotel. Speaker: Dr. M. K. Bednarik, international financial trade specialist.

PITTSBURGH—Nov. 17—In-Office Workshop, 2 p.m., Field Office. Sponsors: REEC; Commerce Field Office.

PITTSBURGH—Nov. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce Board Room. Sponsors: World Trade Council; REEC; Chamber of Commerce.

RUSTON, La.—Nov. 16—North Louisiana Conference on Export Market Potential, Louisiana Polytechnic Institute. Sponsors: REEC; Commerce Field Office; Louisiana Polytechnic Institute. **Speaker: Roy R. Gootenberg, Bureau of International Commerce.**

SAN FRANCISCO, Nov. 23—Export Finance & Insurance Seminar, 9:30 a.m., Rm. 13450, New Federal Bldg.

SANTURCE, P.R.—Nov. 15—In-Office Export Seminar, 9:30-12 noon. Sponsors: REEC; P.R. Department of Commerce; Commerce Field Office.

SAVANNAH, Ga.—Nov. 15—Export Expansion Conference, 9 a.m., Hunter Air Force Base. Sponsors: REEC; Propellor Club; Chamber of Commerce; Commerce Field Office.

SEEKONK, Mass.—Nov. 15—Providence World Trade Club dinner meeting, Hearthstone Restaurant, Route 44.

STEUBENVILLE, Ohio—Nov. 23—Export Expansion Workshop, 10 a.m.-1:30 p.m. Sponsors: Union Savings Bank & Trust Co.; REEC; Commerce Field Office.

STOCKTON, Calif.—Nov. 27—International Trade Seminar. Sponsors: Port of Stockton; REEC; Chamber of Commerce; Commerce Field Office.

TORRANCE, Calif.—Nov. 17—Export Expansion Seminar, 9:30 a.m., Chamber of Commerce Offices. Sponsors: Chamber of Commerce; Commerce Field Office.

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Meet our man in Caracas

Robert Ross is a busy man in a busy town. As Commercial Attache on Ambassador Bernbaum's staff, he has had a strong hand in increasing U.S. sales in the booming Venezuelan market.

Right now Bob is especially busy with the final details of the U.S. exhibition of metalworking machine tools and automotive repair, maintenance and service equipment that will open in Caracas Tuesday, November 22, for nine days.

But he's *always* ready to be busy on *your* behalf. Call us, or ask at any Commerce Field Office.

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